

PROGRESS

MAGAZINE

MARCH / APRIL 2017



IN THIS ISSUE

.....
COMMUNITY CHAMPIONS 6-7

ALL COMMITTEE RETREAT 12-13

NEW MEMBERS 15

LEADERSHIP ABERDEEN 16-17

TRAINING CALENDAR 19

Helms and Associates

Civil Engineers and Land Surveyors



Providing Civil Engineering and Land Surveying services throughout South Dakota, North Dakota and Minnesota For over 35 years.

"We Try Harder" Commitment

Helms
& ASSOCIATES
CIVIL ENGINEERS & LAND SURVEYORS

P.O. Box 111

221 Brown County Highway 19

Aberdeen, South Dakota, 57401

Phone: 605-225-1212—Fax: 605-225-3198

WWW.helmsengineering.com



your business communications provider

- Internet
- Managed IT

- Networking
- Phone Systems



725-1000

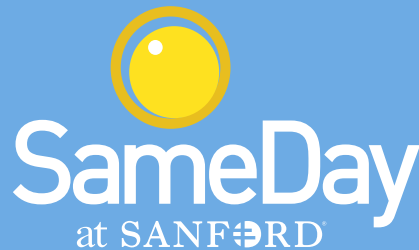
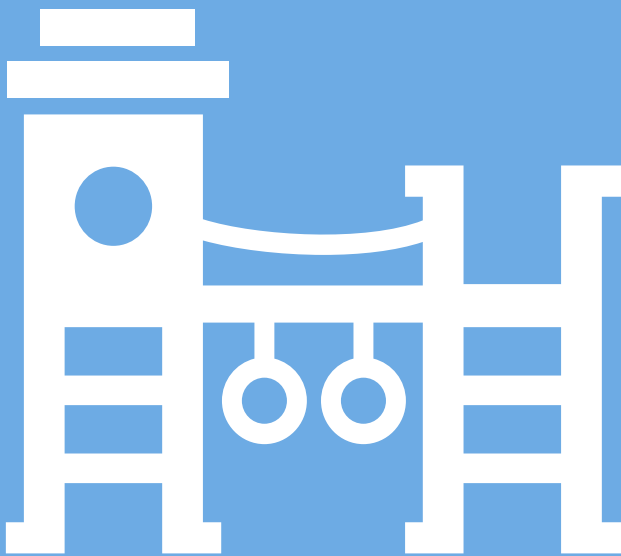
nvc.net

IS YOUR KID'S PLAYGROUND A BATTLEGROUND FOR GERMS?

**WHEN YOUR LITTLE ONE IS SICK OR HURT,
DON'T WAIT IT OUT. WALK IN.**

Sanford Aberdeen Clinic now offers expanded hours for walk-in care. Come see us for everything from cuts, strains and minor injuries to rashes and earaches.

10 a.m. – 8 p.m. Monday – Friday
9 a.m. – 1 p.m. Saturday
1 p.m. – 5 p.m. Sunday



sanfordaberdeen.org

Helms & ASSOCIATES

CIVIL ENGINEERS & LAND SURVEYORS

Helms and Associates, Consulting Engineers & Land Surveyors, was started in February 1979, by Terry Helms. It provides comprehensive services in Civil Engineering throughout the State of South Dakota and into North Dakota and Minnesota. These services include design and construction engineering for airports, animal waste facilities, bridges, drainage, streets, highways, landfills, parks, recreation facilities, storm sewers, wastewater treatment and collection, and water treatment and distribution systems, along with all required legal and topographic surveys. The firm provides these services to Municipalities, State & Federal Government Agencies, and Private Enterprises.

The firm has grown to a permanent staff of six Registered Professional Engineers, four Engineers-in-Training (EIT), three Registered Land Surveyors and nine Technicians.



Design and Construction Engineering Services to 28 Airports throughout the State of South Dakota.



Design and Construction Engineering Services for Water and Wastewater Systems



Planning and Engineering Services for Parks and Recreational Facilities



Legal and Topographic Survey Services for Private and Governmental Entities

Helms and Associates has the capability and experience to provide complete surveying, planning, design, and construction engineering services for all of the above listed areas of expertise. The firm is committed to staying on the leading edge of technology in the industry.

Helms and Associates is proud of their reputation for strong Project Management skills and their ability to consistently complete difficult projects within or under the allotted budget. Construction engineering (construction observation and testing) is a primary focus of the firm throughout the warmer months.

Helms and Associates has the philosophy that communication is the key to the successful completion of any project, regardless of size or complexity, and this philosophy is stressed with every one of its staff members. The firm is devoted to working with a "team approach" to ensure the smoothest possible project from start to finish for all involved. The firm is built on its integrity and by the desire to continue to contribute to the improvement of the quality of life for its clients.

CONTACT INFORMATION:

221 BROWN COUNTY HIGHWAY 19, P.O. Box 111
Aberdeen, S.D. 57401
Phone 605-225-1212
www.helmsengineering.com

World's Largest One-Day Leadership Conference to be Simulcast in Aberdeen



Gail L. Ochs
President, IOM
Aberdeen Chamber

Leadercast is the world's largest one-day leadership conference, broadcast LIVE from Atlanta and simulcast to hundreds of location, including Aberdeen, around the world on May 5th, 2017. This year marks the seventeenth year of the

annual leadership conference and the fourth year hosted by the Aberdeen Area Chamber of Commerce.

The theme of this year's conference is, "Powered by Purpose." Purpose is what defines us, drives us, and empowers us. It is the glue for an organization and the fuel for an individual. Today's organization can't rely on old practices. A new organization is emerging and at the

center of its driving force is the igniting power of purpose.

- Companies with ideals of improving people's lives at the center of all they do outperform others by 400%
- More than 70% of people consider an organization's environmental and/or social impact when deciding where to work
- Employees that feel they are working towards a good cause show increased productivity by up to 30%
- People who are able to make a social or environmental impact on the job are more satisfied by a 2:1 ratio

The conference will allow attendees to discover the steps they can take to uncover their purpose, to re-connect to their organization's "why", to attract and engage the right people for your efforts and to thrive as a team. Key speakers – with purpose-driven leadership– will inspire

the more than one-hundred fifty people who attend locally, and the more than 100,000 people who will attend the event live in Atlanta or at hundreds of other simulcast locations in more than 20 countries. Among the keynote speakers are:

- Daniel Pink - Behavioral Science Expert, Best-Selling Author, & Host of Crowd Control

- Molly Fletcher - Former Top Sports Agent & Author
- Andy Stanley - Leadership Author & Communicator
- Suzy Welch- Author, TV Commentator, & Business Journalist
- Henry Cloud- Acclaimed Leadership Expert, Clinical Psychologist, & Best-Selling Author
- Jess Ekstrom- CEO of Headbands of Hope
- Tyler Perry- Director, Playwright, Screenwriter, Producer, Actor, Author & Entrepreneur

For years, Leadercast has brought people together and equipped them to become better leaders, managers, community members, and employees. Here is what people have to say about Leadercast:

"With a constantly impressive lineup of speakers and the on-target themes year-over-year (and at such a value), I consider Leadercast a 'can't miss' event," Kalpana Oommen, Vice President Talent Acquisition, Cox Enterprises & 9-year Leadercast attendee.

"The whole day was interesting from start to finish. It was valuable to hear from leaders from various fields, as each had different perspectives and experiences. I was able to learn from leaders whom I otherwise would not have known of because I was unfamiliar with their work," Katie Booth, Mount Vernon Nazarene University.

"For me, it's a re-charge. For one day I can plug-in, focus on me - my impact, obstacles, and growth opportunities. I love that it is not only a lecture but it's an immersive experience that keeps me engaged...by a multi-sensory approach," Patrick Williams, Marketing Director, SunTrust Bank.

For more information and to purchase your ticket or group tickets to the Leadercast Aberdeen event, visit www.aberdeen-chamber.com/leadercast.

It's our business to take care of yours.



Avera St. Luke's Hospital Business Health offers services and programs aimed to increase productivity, employee morale and safety.

- Comprehensive follow-up after a work-related injury
- Return-to-work strategies
- Occupational and educational programs
- Efficient, one point-of-contact for businesses



Avera Dakota Medical Square
815 First Ave. SE, Aberdeen, S.D.
605-622-5858 | AveraStLukes.org



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.

Chamber Hard at Work on 2017 Goals



Dr. Marje Kaiser
2017 Chamber Board Chair; Superintendent SDSBVI

First of all thank you to the members of the Chamber committees who took time to participate in the Committee Retreat last month. While some committees create their own annual plans, this was the first time everyone met together. I had an

opportunity to sit in on the transportation committee and was impressed by the discussion and the focus on what the group can do to address issues pertaining to all types of transportation in the area. There was a lot of positive energy in the room during the final wrap up. (Goal 3: "Supporting the work of the Committees and Task Forces")

I am also very pleased to see an increased use of Facebook to welcome new members and share the vibrancy of the Chamber. We are continually looking at ways we can more effectively reach out to and communicate with our members. In addition, the number of businesses who are accepting the Chamber Gift Card continues to grow. Keep them in mind for gifts and business incentives. Consider it an investment in our local businesses as well

as a welcome treat. (Goal 1: Strengthening the Chamber's relationships with its members")

The Leadership Aberdeen class members are busy planning their project as well as expanding their understanding of our community and how it works. They are learning from leaders in business and industry and exploring the workings of local government. We can expect each of them to be value-added to their businesses and to the entire community. I hope we will see many of these same faces volunteering for Chamber committees, contributing to the success of organizations and churches, and even running for boards, commissions and elected offices. They exemplify the future of the Aberdeen area. (Goal 2: "Expanding ways the Chamber can better meet the needs of its members")

I hope you were able to attend the annual Community Champions Luncheon. It is our opportunity to recognize and express our gratitude to individuals who have shared their time and talents and made significant contributions to our community. Congratulations and thank you to George Award Eric Vetter, Woman

of Spirit Erin Giovannini, Emerging Leader Award Kellie Ecker and STAR Award Aberdeen Central Future Business Leaders of America. (Goal 4: Championing our community successes and supporting community development objectives).



Your Chamber is off to a great start in 2017! Please share your ideas, your time and your talents to keeping Aberdeen and surrounding area a successful vibrant part of South Dakota.

Board of Directors

Executive Board

Dr. Marje Kaiser, Chair SDSBVI
Eric Brenner, Chair-Elect Alliance Contracting
Dawn Williams, Vice-Chair SD Dept. of Labor
Jack Hollinsworth, Treasurer JDH Construction
Jeff Poppen, Secretary Sanford Aberdeen Medical Center
Carl Perry, Past Chair Progressive Financial Services

Full Board

Brett Deibert Farm Credit Services of America
Dr. Timothy Downs Northern State University
Kellie Ecker SD Mfg. & Tech. Solutions
Justin Feickert Midstates Printing, Inc.
Julie Fischbach Mainstream Boutique
Robert Gosicki Aberdeen Federal Credit Union
AJ Hoffman, CVB Board Liaison SoDak Sports
Jim Kreber, ADC Board Liaison Wooden Mallet
Matt Prehn US Bank
Cody Roggatz City of Aberdeen – Regional Airport
Tom Snyder Avera
Katie Washnok Blackout, Inc
Mike Bockorny, Ex-Officio Aberdeen Development Corp.
Heath Johnson, Ex-Officio Aberdeen Downtown Assoc.
Casey Weismantel, Ex-Officio Aberdeen Area CVB

Chamber Staff

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

www.aberdeen-chamber.com • 605.225.2860



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

COVER: Helms & Associates

INFORMATION: Provided by the Aberdeen Area Chamber of Commerce, 516 S. Main St., PO Box 1179, Aberdeen, SD 57402-1179.



QUALITY QUICK PRINT

QQP is a Midstates Group Company. MIDSTATES GROUP www.midstatesgroup.com

Designed & printed by Quality Quick Print/ Midstates Inc., Midstates Group Companies. For advertising opportunities, contact Jason Pelzl at 605.225.5287 or 1.800.456.2431

The Heart of Our Community Beats Strong

The 2017 Community Champions Luncheon, an event to recognize the people at the heart of our community, was held on Tuesday, February 14th at the Best Western Ramkota. The luncheon was hosted by the Chamber's Ambassador Committee and sponsored by Aberdeen Area Chamber of Commerce, Aberdeen Area Convention & Visitors Bureau and Aberdeen Development Corporation. A recap was also given of the 2016 BIG Idea Competition.

Awards sponsors include: Aberdeen Area Chamber of Commerce (Woman of Spirit, George, STAR, Emerging Leader & ViTality), Aberdeen Area Convention & Visitors Bureau (Hometown Hero), Aberdeen Development Corporation (Entrepreneur of the Year), Aberdeen Hotel Alliance (Spotlight), Small Business Development Center (BIG Idea Competition) and CorTrust Bank & Prairie Family Business Association (Family Business of the Year).

WOMAN OF SPIRIT

This award recognizes the efforts of a woman from the Aberdeen area that has attained and personified the highest level of professional excellence in her business or profession and has devoted time and energy to the community in a meaningful way. When describing a Woman of Spirit, one would say that she is: Wise, Organized, a Mentor to others, an Achiever, Nurturing, Selfless, Purposeful, Inspirational, Respected, has Integrity and is a Team Player.

Woman of Spirit Award – Erin Giovannini, Presentation College



GEORGE

This award is presented to an individual who has worked tirelessly on behalf of the community in trying to make Aberdeen a better place to live and work. A George Award re-

ipient has stepped up and taken the initiative, rather than "just letting George do it." **George Award – Eric Vetter, Century 21 & RentAberdeen.com**



STAR

The STAR Award, stands for Students Taking Active Responsibility and it recognizes the achievements of a student service group for outstanding service to the community. **STAR Award – Aberdeen Central Future Business Leaders of America** (accepting award: Mariah William, Shelby Snow & Hamza Jamal)

EMERGING LEADER

This award is presented to an individual who is in the early stages of their career and has demonstrated leadership qualities within their businesses



and community. It was established by the Chamber to foster young leadership and enhance youth retention in our community. Evaluation considers evidence of leadership and achievement through active participation in

associations, organizations, volunteer boards, etc; Recognition by managers and peers for demonstrating leadership skills and standards in the workplace; and Enthusiastic commitment to promoting and growing with the community, region and state.

Emerging Leader Award – Kellie Ecker, SD Manufacturing & Technology Solutions

FAMILY BUSINESS OF THE YEAR

This award recognizes the accomplishments of a family business and its contributions to the community of Aberdeen and the surrounding region. Criteria includes that at least two family members work in the business and/or multigenerational; positive contributions of the business to the welfare of the community; success of the business; and an assessment of the health and unity of the family.

Family Business of the Year – Angelhaus/Gellhaus Family (accepting award: Nathan Gellhaus)



HOMETOWN HERO

The Hometown Hero Award recognizes an individual or organization that has shown superior dedication to



the tourism industry in the Aberdeen area. Hometown Heroes work selflessly to ensure that their group's meetings, conventions, or events are held in the community. Visitors that attend these special events fill the

hotels, restaurants, attractions, and retail outlets. The dollars they spend have a tremendous impact on the welfare of our city. By going the extra mile to bring in visitors, Hometown Heroes help ensure the economic vitality of the community continues to thrive. **Hometown Hero Award – South Dakota Senior Games** (accepting award: Mark Kolb & Owen Weller)

SPOTLIGHT
The Spotlight award is presented annually to a deserving individual or group who through their advocacy has substantially contributed to our



community by shining a positive light on the community or area on a state-wide, regional, or national basis. **Spotlight Award – Aqua Addicts** (accepting award: John Koehler)

ENTREPRENEUR OF THE YEAR

In the spirit of building on Aberdeen's rich culture of entrepreneurship, the award was started to honor a local business person who contributes to this.



Entrepreneur of the Year Award – Troy McQuillen, McQuillen Creative Group and Elmwood Studios

ViTality

The ViTality awarded is bestowed annually to recognize an individual who displays enthusiasm for regional development in the 17-county area of Northeastern and North Central South Dakota. The namesake for the award is Vi Stoia. Stoia was a regional thinker his entire career. Stoia passed away in 2008, but his legacy lives on in the form of this award. **ViTality Award – Jack Thompson & Mike Grosek**



The Military & Veterans Committee of the Chamber presented the following awards:



Noncommissioned Officer of the Year – Staff Sgt. Rodney Ramsey



Enlisted Member of the Year – Specialist David Sangster



Officer of the Year – Major Sean Kenny



Veteran & Veteran Advocate of the Year – Rich Kezar (posthumously) (accepting award: Linda Kezar & Dawn Lemer)



Noncommissioned Officer of the Year – Staff Sgt. Shannon Wright

Congrats!

2017 State of the City Address

Mayor Mike Levsen made an appearance at the Chamber's Government/Community Affairs February committee meeting. Mayor Levsen delivered the annual State of the City Address, speaking to Aberdeen's population growth, how all of us can benefit from that growth and what we can do to help. Here is a brief recap of the presentation:

US Census Numbers for Aberdeen:

1960	23,000
1970	26,500
1980	25,900
1990	25,300
2000	25,200
2003	24,000 (estimated low point)
2010	26,100
2015	28,100 (census estimate)
2017	29,100+ (estimate)

Strategies and practices to help facilitate population growth:

- Make Aberdeen friendly for kids of all ages
- Accommodate individuals and groups with distinct needs
- Respect those who resist change

- and growth, but push ahead
- Encourage newcomers to join and lead community groups
- Enhance quality of life features for all
- Welcome newcomers and make them feel wanted
- Offer helpful regulatory and permitting processes
- Maintain and add to Aberdeen's services to the trade area
- Provide the routine things for functioning daily lives (housing, social services, churches & United Way agencies)
- Support workers and families at entry level incomes

Benefits from steadily increasing population in Aberdeen:

- Added opportunities, offerings and incentives for schools
- Stimulating energy and activity in churches and non-government agencies
- Capital revenue resources for upgrading and maintaining public facilities
- Offsets to counteract aging demographics in cities that don't grow

- Social and educational benefits of diverse cultures, skills and experiences
- Constantly increasing ability to serve residents in trade area



Come meet with local hiring businesses!
Discover career opportunities • Meet recruiters • Distribute your resume • Learn about many companies

2017 ABERDEEN AREA JOB FAIR

Thursday, March 16
12:30 – 5 p.m.
Aberdeen Civic Arena
203 S Washington St
Please use West entrance

Sponsored By:

- South Dakota Department of Labor and Regulation
- Aberdeen Area Chamber of Commerce
- Aberdeen Area Human Resource Association
- Aberdeen Development Corporation
- Aberdeen News Company
- Northern State University, Career Development and Placement Center
- Dakota Broadcasting, LLC
- Hub City Radio
- The Training Place

Let the Department of Labor and Regulation help you prepare

Write your resume • Fill out applications • Practice interviewing skills

There is no cost to attend!

SOUTH DAKOTA DEPT. OF LABOR & REGULATION
DLR Aberdeen Local Office
420 S Roosevelt St
605.626.2340

americanjobcenter

Equal Opportunity Employer/Program
USDOL Funded

www.sdjobs.org

FREE SPRING RESIDENTIAL CLEANUP

BROUGHT TO YOU BY:
THE CITY OF ABERDEEN
DEPENDABLE SANITATION
BROWN COUNTY LANDFILL
THE ABERDEEN AREA CHAMBER OF COMMERCE

"PARTNERS IN COMMUNITY PRIDE"

3 DROP OFF LOCATIONS BELOW

APRIL 28 THRU MAY 13: LANDFILL **APRIL 28 & 29:**

- BROWN COUNTY LANDFILL**
TIRES (Limit 4 car or pickup tires per customer)
PAINT
TREES
RUBBLE
BATTERIES
FURNITURE
WASTE OIL
ELECTRONICS
APPLIANCES
SCRAP METAL
PROPANE TANKS
GRASS & LEAVES
OTHER MISC. WASTE
NO MOBILE HOMES
NO BUSINESS/COMMERCIAL WASTE (Fees Apply)
- SOUTH 5TH STREET**
(G. BLK. S. OF WHITE HOUSE INN)
- BROWN COUNTY HWY DEPT** 8th AVE. NE
TIRES (Limit 4 car or pickup tires per customer)
BATTERIES
FURNITURE
APPLIANCES
ELECTRONICS
SCRAP METAL
OTHER MISC. WASTE
RUBBLE (NO SHINGLES)
*LARGE LOADS, GRASS, LEAVES, TREES, SHINGLES, PAINT, WASTE OIL, PROPANE TANKS & APPLIANCES MUST BE BROUGHT TO THE LANDFILL.

HOURS
FRIDAY: 1 TO 5
SATURDAY: 8 TO 4

HOURS
MONDAY – SATURDAY: 8 TO 5
SUNDAY: CLOSED

LOCATION: 13225 379TH AVE

From Hardees:
E. W. Miss West
1 W. Miss North

ALL LOADS MUST BE COVERED AND SECURED
NO 8th Avenue Access: Asphalt Roads ONLY to Landfill

FOR MORE INFORMATION LOOK US UP ONLINE: www.browncountylandfill.org or call 626-4019 / 380-0111

March is Workplace Eye Wellness Month



Donna Hurley
Avera Business Health,
Health & Wellness
Committee Member

Don't wait until you have trouble seeing to consider the health of your eyes. Take action now to decrease your risk for eye disease:

1. Consider your Screen Time- According to the American Optometric Association, eye and vision problems are the most frequently reported health care problems among computer users. Many of us spend a significant amount of time in front of a computer or television screen, which can be harmful to our eyes. Read more about how to protect your eyes at <http://www.aoa.org/x5072.xml>
2. Don't Smoke- You probably know that smoking is harmful to your health, but did you know that smoking can cause blindness? There is conclusive evidence that people who smoke have a greater risk of developing cataracts and macular degeneration than non-smokers. There is also a growing body of evidence that suggests secondhand smoke increases the risk for developing eye diseases.
3. Control High Blood Pressure- Having high blood pressure increases your risk for eye disease. Moni-

- tor and control your blood pressure to avoid loss of vision.
4. Diabetes Prevention and Treatment- Diabetes is a chronic disease that can affect the tiny blood vessels in the body, including the eyes. If you have diabetes or are at risk for having diabetes, it is important that you have routine comprehensive eye exams because problems that go untreated can lead to blindness. Learn more about diabetes and eye health at: [http://diabetes.niddk.nih.gov/D M/pu bs/compl ications_eyes/i ndex. htm](http://diabetes.niddk.nih.gov/D_M/pubs/compl ications_eyes/i ndex. htm)
 5. Eat Healthy- Many people have heard that carrots are good for your eyes. But most of us don't know that eating spinach and other dark green leafy vegetables are probably even more beneficial. Important nutrients for eye health and their food sources include:
 - a. Antioxidants (especially zeaxanthin and lutein)broccoli, spinach, kale, brussel sprouts, and other dark green vegetables and fruits
 - b. Vitamin C- fruits and vegetables including oranges, grapefruit, strawberries, kiwi fruit, cauliflower, and bell peppers
 - c. Vitamin E- nuts, eggs, sweet potatoes
 - d. Zinc- extra lean meats, shellfish, baked beans and whole grains
 - e. Healthy fats (Omega 3)- fish: salmon & tuna, fish oil, flax, walnuts, olive oil and canola oil



6. Use Eye Protection-According to the National Eye Institute, sports-related eye injuries are the leading cause of blindness in school-age children, but most could be prevented with the proper eye protection. Use safety glasses when needed to protect your eyes from potential injury. Also remember that wearing sunglasses with UV protection will help maintain the health of your eyes. Only a trained eye care professional can detect early signs of disease. Remember to schedule routine eye exams to treat and detect vision problems early.

March 21st is National Ag Day



Stan Wise
Editor, Farm Forum,
Ag Committee
Member

It is no overstatement to say that agriculture is what makes civilization — all of it — possible.

If you're able to spend your day doing something other than hunting or gathering food, that is possible because of agriculture. Were you able to pursue

your dreams to become an engineer, a lawyer or a business owner? That happened because you weren't forced to spend all your time figuring out how to feed and clothe yourself year round. That

happened because every year you've been alive a farmer somewhere planted a crop and delivered a calf.

It is estimated today that each American farmer feeds 155 people. In 1960, that number was 25. That means in the last 57 years farmers have increased their production six-fold.

This year National Ag Week is March 19-25, and National Ag Day is March 21. This is a campaign hosted by the Agriculture Council of America to recognize and celebrate the abundance provided by ag producers.

The economy of the Aberdeen area is built upon agriculture. What would our community be without the grain elevators, biofuel producers, ag service pro-

viders, ag retailers, sale barns, meat processing facilities, and financial institutions supported by our farmers and ranchers?

On National Ag Day, take a moment to acknowledge these businesses and the food they ultimately bring to your table.

On March 21, take a moment to thank a farmer.



Planting Trees in Aberdeen



Aaron Kiesz,
City Forester, PICP
Committee Member

History has shown that people who live in cities want the benefits that trees provide. Cities and towns established in the northern plains 100 plus years ago knew the importance of planting and establishing trees for the many benefits they provide. Those benefits haven't really changed, but the value placed on city trees in some communities has. We are very lucky to live in a community (Aberdeen) that still values trees and continues to care for those planted many years ago and continues to establish new trees for the future. We are not alone. Cities and towns across the country are revitalizing their aging urban forests as more and more research and educational information is being disseminated about their benefits. We really do plant trees for the same reasons they were planted in our history. These benefits include: Shade, beautification, wind and snow pro-

tection, wildlife, combatting climate change and many others.

The City of Aberdeen alone has over 12,000 trees growing in our boulevards. This does not include all the others growing in public, residential and commercial areas. It is vital that we and other communities continue the progress of establishing new trees as we expand and also as we fight new invasive insects brought over from other parts of the world. We also need to continue caring for our older trees and remember to replace trees that have died or have had to be removed. Most importantly, we



need to learn from our mistakes and plant a more diversified urban forest. We need to make sure we are planting as many different kinds of trees as we can to combat future insect and disease threats. We are benefiting from those who planted trees in the past; it is our job to plant for those in the future.

Please contact me for additional information or questions at aaron.kiesz@aberdeen.sd.us or 626-7015.

CHAMBER COMMITTEES & TASK FORCES:

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.

COMMUNITY AFFAIRS COMMITTEE

The mission of the committee is to open up 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.

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.

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.

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.

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.

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.

THE 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; implementation of social media ideas and concepts for the Chamber and community; and coordinating efforts with the Aberdeen Development and other area organizations working towards common mission.

KEEP IT LOCAL TASK FORCE

The mission of the task force is to assist Chamber staff in promoting Aberdeen businesses, resources, and events through collaborative marketing efforts to include promotion of NEW Aberdeen Gift Card and Chamber For Good programs. The group will also work to continue educating the general public about the economic benefits of shopping and buying locally.

LEADERSHIP DEVELOPMENT TASK FORCE

The mission of the task force will be to evaluate the current Leadership Aberdeen program and discuss additional training opportunities that could be included; develop a scholarship program to offset costs for state-wide leadership opportunities for Aberdeen participants; and to coordinate efforts with other organizations and businesses to grow leadership skills of our citizens and expand leadership training opportunities that will positively impact our community and state.

WOMAN OF SPIRIT TASK FORCE

The task force is made up of previous Woman of Spirit (Athena) winners who now select the winner in Aberdeen. The Woman of Spirit recognizes an individual for business or professional accomplishments, community service and especially mentoring others and providing a role model to encourage women to achieve their full leadership potential. The Woman of Spirit Award is presented at the Community Champions luncheon held in February of each year.

March

- 2-4 Great Plain's Native Bowling Tournament, Village Bowl, 605-229-4800
- 3..... Aberdeen Wings VS Austin, Odde Ice Arena
- 3-5 ASC SD State Short Course Swim Meet, YMCA
- 4..... NSU Boys Youth BB Tournament, Barnett Center
- 4..... Aberdeen Wings VS Austin, Odde Ice Arena
- 4-5 Aberdeen Home Builders 15th Annual Home Show, Brown County Fairgrounds Holum Expo Building, 605-225-2055
- 4-5 Aberdeen Senior Dome Softball Tournament, PC Dome
- 16-18 SDHSAA Boys B Basketball, Barnett Center
- 17..... Aberdeen Wings VS Wilderness, Odde Ice Arena
- 18..... Aberdeen Wings VS Wilderness, Odde Ice Arena
- 18..... James Valley Model Railroad Open House, Old Milwaukee Road Depot, 605-226-2139
- 23..... Aberdeen Wings VS Brookings, Odde Ice Arena
- 25..... Empty Bowls Dinner, Yelduz Shrine Center, 605-226-1557
- 31-April 1 Boys YMCA Tournament, Various Gyms

April

- 1..... Aberdeen Lawn Care/Fresh Start Credit Doubles Bowling Tournament, Village Bowl, 605-229-4800
- 1-2 Kid's City Bowling Tournament, Village Bowl, 605-229-4800
- 1-2 Spring Big Boy Toy Show, Brown County Fairgrounds Expo Building, 605-229-3632
- 3..... Tenore-Classic Tenor Pop/Op Trio, Aberdeen Civic Theatre, 605-226-2452
- 6..... Dinner in the Dark, Ramkota Hotel, 605-380-4746
- 7..... Aberdeen Wings VS Brookings, Odde Ice Arena
- 8..... SDHSAA State Show Choir, Johnson Fine Arts Center
- 8..... Renaissance Festival, Ward Plaza, 605-225-8714
- 8..... Knight for a Princess, Central High School, 605-725-7228
- 3-15 Yelduz Shrine Circus, Aberdeen Civic Arena, 605-225-4841
- 15..... Easter Egg Scramble, Wylie Park Pavilion, 605-229-1410
- 23..... Bowl with the Saints, Village Bowl, 605-229-4800
- 30..... NSU Wolves Triathlon, NSU Barnett Center

Renaissance Festival 2017

Saturday, April 8, 2017
VIP Event - 5:00 - 6:15 PM
Grand Event - 6:30 PM - 10:00 PM
Ward Plaza Downtown Event Center

Sponsored by:





Fundraising & Social Event with all proceeds to benefit:



BOYS & GIRLS CLUB OF ABERDEEN AREA

- * Delectable hors d'oeuvres
- * Entertaining live music
- * Meet regional artists
- * Live and silent auction packages
- * Free wine, spirits and beer samples
- * Limo service available

Tickets: VIP Event - \$100 each
Grand Event - \$65 each or \$100/pair before March 24.
Limited number of VIP tickets are available.

Tickets available by stopping by the Boys & Girls Club at 1111 First Avenue SE and Kessler's.

For questions or to make limo reservations please call 225-8714.




CHAMBER BIG DATES

4th Grade Ag Fair

Tuesday, April 11, 8:00 am, Prairie Hill Farms

Aberdeen Area Job Fair

Thursday, March 16, 12:30-5:00 pm, Aberdeen Civic Arena

Ag Committee

Thursday, March 16, Noon, SDSU Extension
 Thursday, April 20, Noon, SDSU Extension

Ambassadors

Tuesday, March 14, Noon, TBD
 Tuesday, April 11, Noon, TBD

Business After Hours

Thursday, March 9, 5:15 pm, Yelduz Shrine Center
 Thursday, April 20, 5:15 pm, Best Western Ramkota

CART

Thursday mornings every week, 8:30 am, Chamber

Chamber Executive Board

Thursday, March 9, Noon, Chamber
 Thursday, April 13, Noon, Chamber

Chamber Full Board

Wednesday, March 15, 8:00 am, Chamber
 Wednesday, April 19, 8:00 am, Chamber

Chamber Week

Monday-Friday, April 17-21, various times and locations

Community Affairs Committee

Thursday, April 6, Noon, Best Western Ramkota

Diplomats

Thursday, March 9, 3:00 pm, Chamber
 Thursday, April 20, 3:00 pm, Chamber

Free Spring Residential Cleanup

Friday, April 28, 1:00-5:00 pm, three locations
 Saturday, April 29, 8:00 am-4:00 pm, three locations

Health & Wellness Committee

Wednesday, May 3, 8:00 am, Northeastern Mental Health Center

Leadership Aberdeen Graduation

Thursday, March 30, 4:00 pm, Best Western Ramkota

Military & Veterans Committee

Tuesday, March 7, Noon, National Guard Armory
 Tuesday, May 2, Noon, National Guard Armory

Partners in Community Pride Committee

Friday, April 7, 9:00 am, Chamber

Retail Theft Coalition

Thursday, March 9, 2:00 pm, Public Safety Building Community Room
 Thursday, April 13, 2:00 pm, Public Safety Building Community Room

The Connection (Disability Task Force)

Wednesday, March 15, 2:00 pm, The Workshop
 Wednesday, April 19, 2:00 pm, The Workshop

Transportation Committee

Tuesday, March 28, 3:30 pm, Chamber

Workforce & Education Committee

Wednesday, March 15, 3:30 pm, ARCC Alumni Room
 Wednesday, April 19, 3:30 pm, ARCC Alumni Room

Partners in Community Pride Recognize Beautification

Each month, the Chamber's Partners in Community Pride Committee recognizes local businesses that have invested in the beautification of our community by making improvements to their property. The Aberdeen Development Corporation was chosen in January for the interior and exterior remodel of The Workshop, at 208 South Main Street. In February,

DaVita Dialysis was selected for improvements made to their building at the corner of 6th Avenue & South Lamont Street.



Recognized businesses are now receiving window clings to display.

Look for them as you visit area businesses and thank them for being a partner in community pride!

Cracker Barrel Sponsors are Appreciated

The Government/Community Affairs Committee of the Aberdeen Area Chamber of Commerce hosted four Legislative Cracker Barrels this legislative session. There were held on Saturday, February 4, February 11, February 25 and March 4, 2017.

Legislators from Districts 1, 2 and 3 were in attendance for great discussion with Brown County residents. The Chamber would like to thank our facilitators, Mike Bockorny of the Aberdeen Development Corporation and Devin Reints with Dakota Broadcasting.

We would also like to extend our thanks to our 2017 host, Northern State University, for use of their space and equipment and the following business sponsors for making these events possible for Brown County residents:

Aberdeen American News, Aberdeen Development Corporation, Aberdeen Federal Credit Union, CorTrust Bank, Healthcare Plus Federal Credit Union, Helms & Associates, Northwestern Energy, Progressive Financial Services, Sanford Aberdeen Medical Center and Wells Fargo Bank.

If you missed the Cracker Barrels and would like to see the discussion, go to: <http://www.dakotabroadcasting.com/2017-cracker-barrels>.



2017 All-Committee Retreat Recap

This year, the Chamber hosted the First Annual All-Committee Retreat. Ninety-seven participants from the nine Chamber committees took part in the retreat, held at the Ramkota on Thursday, January 19th. Each committee met on their own for 90 minutes, then all committees came together for a social hour and report out to the entire group. Many positive comments were received about the amount of brainstorming and discussion that occurred, as well as how informative it was to hear what the other committees were working on.

Agribusiness:

The following topics were discussed at the retreat and will be covered in greater length at the February regular committee meeting.

- Educational outreach
 - Workshops for farmers
- Meeting attendance, dates & locations, speakers
 - We will begin doing more on-site meeting visits to ag-related businesses

- Establishing a scholarship
 - Ag Banquet enhancement
 - Creation of educational workshops for Ag Producers
 - Ag Classes and Ag Clubs
 - Hosting ag students at committee meetings
 - National Ag Day (March 21)
 - A subcommittee will be formed to begin working on an event for 2018 to do something educational in the community
- In general, the committee is pleased with their events and is open to ways to improve them.

Ambassadors:

The survey results were shared and discussed. The Ambassadors would like to have as many ribbon cuttings on the second Tuesday of the month as possible, with a few exceptions due to corporate visits. Dawn and Alison presented the following ideas for Ambassadors direction in 2017:

- Thee Ambassadors act as "Hosts" at Business After Hours every month. This will assure that new members, and existing members are greeted and feel welcome. Ambassadors will also introduce them to other business owners and inform them of upcoming events/workshops in the community. Each Ambassador will be asked to volunteer for a minimum of one BAH in 2017, but are welcome to greet new members at every event even if you are not the official "Host".
- The second part of the being a "Host" is that you also personally invite a new member, or a member that has not attended BAH for 5-6 months, to the Business After Hours that you will be hosting. Please do this 1-2 weeks in advance, and we ask that the invite be done in person, so you can make them feel more welcome to join us (please no email invite).

Continued on page 13

Continued from page 12

Diplomats:

It was noted that the Diplomats are the only committee with term limits, other than the Board of Directors. and one of two that have dues. Further discussion was delayed to future meeting and possible chamber staff/board consult if changes were to be made to term limits or dues. The group also reviewed the Diplomat Committee's mission and committee guidelines and survey results: (10 responses). The following topics from the survey were discussed by the committee.

- Committee members' attendance and participation
- Monthly meetings
- 2016 fundraising money
- Business After Hours (BAH)
- Annual potluck
- Service project
- ABBY Awards (9/21/17)

Government Affairs:

The committee would like to change the name of their committee to the Community Affairs Committee. The new mission will be to identify issues affecting our community, and to promote and develops forums and programs to examine and act on those issues at the local and state level. The purpose of the Community Affairs Committee is:

- To inform and educate Chamber members concerning community affairs and issues which impact their businesses including governmental actions and policy proposals.
- Motivate Chamber members to be actively involved as individual business leaders in community affairs and issues.
- Promote effective communication between Aberdeen, its businesses, its residents, local community organizations and surrounding governmental entities.

The committee would also like to resume monthly meetings and potentially alternate breakfast and lunch meetings depending on speakers and topics. They would also like consistent representation from local, state and national representatives and have more interactive discussion on topics, rather than just presentations. We will be looking at securing speakers from different state agencies and topics that are more business and community focused. The group would also like text reminders of meetings and events.

Health & Wellness:

The committee felt that Health and Wellness Directory and diversity within the committee were strengths, while lack of members and budget was a weakness. The group discussed the following ideas:

- Celebrating and Connecting Businesses
 - Visit businesses, have them share their wellness program with committee
 - Then, share this program information across

different businesses, help them to come up with different ideas, eliminate the need to reinvent the wheel to help employees stay well.

- Award them with trophy or gift of some sort (fruit basket?)
 - Grow Committee
 - Inviting new members to join
 - Inviting members that 'fill the gaps', such as industries that aren't already on the committee, for example manufacturing groups, or other "active" businesses such as The Oil Room.
 - Coordinating with Green Aberdeen to see if there were partnership opportunities
 - Goal of 5 new members by the end of the year
 - Awareness and Information
 - Health and Wellness directory
 - Adding a page with all committee members and contact information (our own "ad")
 - Greater effort to distribute the directory
 - Possibility of adding some sort of event calendar
 - Still really love the directory and will remain a focus of committee
 - Email Blast
 - Sending quarterly emails to chamber members
 - Include link to CVB to find current events that are health-focused
 - Include fun healthy tip
- The committee also discussed other ideas including: Memory Care Movies, Senior Expo, Avera/Y/Kessler's partnership

Military & Veterans:

The committee is happy with their mission and meeting schedule. They would like to increase involvement with NSU and Presentation College and work with them on adding events to recognize veterans. They would also like to invite additional individuals to participate including representatives from The American Legion and VFW, BAE Systems, Churches, Hub City Radio, KSFY, VA Clinic, United Way, Brown County Fair, etc. The committee would also like to work on providing Honor Flights for other eras of services such as Korean War Veterans for the 2020 anniversary.

Partners in Community Pride:

- Develop volunteers: Green Aberdeen, PC students, NSU Environment Club and Aberdeen Central are possibilities
- List of ideas for 2017
 - Quarter 2
 - Free Spring Residential Cleanup – April 28-29
 - Arbor Day/Earth Day Event in Melgaard Park – April 22
 - Quarter 3
 - Disability Awareness Day – July 26

Quarter 4

- Gypsy Day Parade float – September 30
- Holiday Lighting Challenge

- List of ideas for 2018

Quarter 1

- Meals on Wheels sidewalk/walkway shoveling

Quarter 2

- Living Simply Recycling Education

Transportation:

The group was happy with mission and meeting schedule. They would like to add representatives from our Congressional Representatives Round's and Noem's office, as well as representatives from NSU, PC and Parks and Rec, area townships, and city finance officers. They would also like to be more purpose driven by selecting topics of discussion and engaging different attendees and groups based on that discussion. Right now, it is more about each group reporting on current projects and progress. Those reports could be published in the Progress if warranted. The group discussed the following topics for 2017:

- South Bypass Opportunity
- Public Transportation Needs
- Rail Service Growth/Expansion
- Pedestrian/School Zone/Parking Issues and Opportunities
- Additional Overpass
- Super "2-Lane" Concept on Highway 12 from Aberdeen, SD to Mobridge, SD
- Updates/Review of City and County Comprehensive Plans

Workforce & Education:

- The committee looks forward to 2017 with new committee members who have merged over from the ADC's Workforce Advisory Committee. Brainstorming of ideas for 2017 included:
 - A "Spotlight of the Month" on a business to educate the people in Aberdeen about what is here and to create youth awareness of occupation opportunities.
 - Offer a career counseling activity with targeted occupations; the purpose is for people to realize they can use their skill and degrees right here. Promote internships and field experiences.
 - Address employee retention, included training by this committee for employers.
 - Create a 'Junior Chamber' for students to learn about area businesses.
 - Somehow address diversity
 - Improve Chamber members' resources by creating files and links to missed training and webinars.
 - Projects which will happen in 2017 or will be given serious consideration:
 - New Faculty Luncheon, Career Fair and Job Fair
 - Career Counseling, Spotlight, Value of Retention Training and Resources in the Community

SANFORD ABERDEEN WELCOMES NEW PROVIDERS

Sanford Aberdeen recently welcomed new providers to its growing staff of medical experts.

Richard Lewis, D.O., joins the obstetrics and gynecology team. Lewis earned his medical degree from the University of Medicine and Dentistry in Stratford, New Jersey. He completed his residency at Monmouth Medical Center in Long Branch, New Jersey, and his internship at Kennedy Memorial Hospitals in Stratford, New Jersey. Lewis is board certified in obstetrics and gynecology, and specializes in minimally invasive gynecological surgery.



Lewis

Shantel C. Schumack, PA-C/MPAS, joins the Ear, Nose and Throat team. Schumack earned her graduate degree at the University of

Nebraska Medical Center in Omaha, and her master's degree from the University of South Dakota. She is certified by the National Commission on Certification of Physician Assistants. Schumack will work with both children and adult patients.



Schumack

Angela Williams, PA-C, joins the family medicine team. Williams earned her graduate degree from the University of South Dakota. She is certified by the National Commission on Certification of Physician Assistants.



Williams

To schedule an appointment with any of our providers, call Sanford Aberdeen Clinic at 605-226-5500. For information, visit sanfordaberdeen.org.

KIESZ AND BUISKER EARN QUALIFICATION

Two employees of the Aberdeen Parks, Recreation & Forestry Department - Forestry Division, have successfully completed requirements to be recognized as tree risk assessment-qualified. The qualifications were earned by Aaron Kiesz, Chair of the Chamber's Partners in Community Pride Committee, and Ben Buisker. The qualification promotes the safety of people and property by providing a standardized and systematic process for assessing tree risk. The requirements are established by the International Society of Arboriculture. Both men are both members of the South Dakota Arborists Association Board of Directors. In addition, Kiesz was recently recognized for his 10 years of service to the City of Aberdeen.

DIPLOMAT VISITS



HKG Architects

524 S Arch St • 225-6820
www.hkgarchitects.com



House of Glass

2 N State St • 225-2010
www.house-of-glass.com

Chamber Week 2017

Chamber Week already? But it's only spring!

That's right. April is now the home of Aberdeen's Chamber Week. Historically, we have celebrated this in the fall. However, the Board of Directors decided to combine the annual banquet & meeting with Chamber Week for one annual celebration, April 17-21. What hasn't changed is the fact that the Business After Hours held that week (April 20th) will still be

free to all Chamber members. It's just one way to show our appreciation to our wonderful members.

Here is a tentative schedule of events for the week:

- Monday, April 17 – Mayor's Proclamation and stop into the Chamber for membership info and specials
- Tuesday, April 18 – Visits to Chamber Members of the Week
- Wednesday, April 19 – Visits to Chamber Members of the Week

- Thursday, April 20 – Visits to Chamber Members of the Week and Business After Hours at the Best Western Ramkota (free for Chamber members)
- Friday, April 21 – Day of Distinction, a project of the 2017 Leadership Aberdeen class

We look forward to celebrating with you, so stay tuned to the weekly Chamber Announcements for more details.

American Mortgage & Equity Consultants

Chris Hein, Mortgage Originator
614 S Main St, Aberdeen

We're a full service correspondent lender with an experienced staff offering expertise in every area of mortgage lending! We are an Equal Housing Lender.



B & K Electric

Eric Brenner & Dillon Karlen, Owners
108 East Drive, Aberdeen



B&K Electric Inc. provides expert home and business electrical services directly to homeowners and business owners. Licensed electricians will be available for residential and commercial projects, from adding a couple outlets to a room, to completing all necessary electrical work for a newly built home, while abiding with all safety and electrical codes.

Bethlehem Lutheran Church

Jeff Whillock, Head Pastor
1620 Milwaukee Avenue NE, Aberdeen



We welcome everyone! We are a family of God journeying together in faith, touching lives by Welcoming, Worshiping, Teaching, and Serving.

Concord Grain

Jake Ochsner, Manager
13366 379th Ave, Aberdeen



Concord Grain is farmers' partner in grain marketing. With a state of the art receiving facility and unique contract options, we're here to help farmers profit in today's ag economy.



CORNERSTONE MORTGAGE

Cornerstone Mortgage

McChelle Lang, Manager
205 6th Ave SE Suite 102, Aberdeen

The Cornerstone Bank Mortgage Team offers competitive mortgage rates and excellent customer service. What sets us apart is local processing, local underwriting, and local closing of our mortgage loans. Our Mortgage Team qualifies home buyers and refinancing homeowners.

David's Snow & Lawn

David Land, Owner
Aberdeen, 605-290-3224

David Land specializes in lawn care and snow removal.

DaVita Dialysis

Marie Petersen, Manager
3313 6th Ave SE, Aberdeen

DaVita Inc. is one of the largest kidney care companies in the United States. Their offerings include in-center hemodialysis, in-center nocturnal dialysis, peritoneal dialysis, home hemodialysis, vascular access management, chronic kidney disease education, and renal diet assistance.



Diamond Dry Cleaning & Laundry

Aaron Salem, Manager
1108 6th Ave SE, Aberdeen

Diamond Dry Cleaning and Laundry represents the future of the dry cleaning industry. We have an easy accessible location in the heart of 6th Avenue, along with a convenient drive-thru service for drop off and pick up.



LJ Enterprises LLC

Lois Joseph, Owner
1520 17th Ave SE, Aberdeen

Lois Joseph is a Certified Professional in Learning and Performance (CPLP) who offers workplace learning and consulting through LJ Enterprises LLC. She has over 15 years of experience in designing, implementing and leading projects focused



on improving human performance through learning. Delivers training on a variety of different topics, including but not limited to, leadership, management, presentations skills, communication skill, coaching, time management, and more.



Midwest Medical Transport Company

Rob Senger, Regional Manager
2919 Industrial Ave Suite 2, Aberdeen

Our area of expertise is ambulance transport. Midwest Medical Transport Company provides specialized transportation, Basic Life Support, Advanced Life Support, and Critical Care transportation services with bariatric transport capabilities. Patient care is our top priority, supported by a strong foundation of education and safety.

Pfizer Pest Control

Karen Pfitzer, Owner
503 W Grand Crossing, Mobridge

Pfizer Pest Control was founded in 2009 by a tenured Pest Control Specialist. We are members of the National Pest Management Association. We currently have offices in both South Dakota and Wyoming.



Photo-X-Press LLC

Amy Engelhart, Co-Owner
133 N Roosevelt St, Aberdeen

Immortalize your special captured moments with prints and frames from Photo-X-Press. We'll process all your digital and film photos and make them lasting memories. We also do photo shoots in our portrait studio.



INDIVIDUAL MEMBERS

Krysti Mikkonen
Roland Pond



Leadership Aberdeen: Celebrating the 30th Class

A group of 34 participants make up the 30th Leadership Aberdeen class, a program of the Aberdeen Area Chamber of Commerce. The kick-off was held on Thursday, January 12th and the participants will complete their time in the program with a graduation ceremony and celebration on Thursday, March 30th. Inclusive of the 2017 class, 753 people have successfully completed the program. Leadership Aberdeen, for current and potential leaders, is designed to:

- Analyze characteristics associated with leadership
- Develop individual skills
- Gather an awareness of trends, challenges and issues that face the Aberdeen area.



Business partners for the 30th class include: 3M Company of Aberdeen, Avera St. Luke's, BAE Systems, Glacial Lakes Energy, Molded Fiber Glass South Dakota, RDO Equipment and South Dakota Wheat Growers.



Myranda Becking
Dacotah Bank



Holly Behrens
Siegel, Barnett & Schutz



Joe Bierschbach
Hub City, Inc.



Garrett Brunmaier
A & B Business Inc.



Brady Carda
Sanford Aberdeen Medical Center



Katie Carlson
Reunion Student Loan Finance Corp.



Chad Carter
Glacial Lakes Energy, LLC - Mina



Jon Christenson
Northern State University



Angie Cleberg
United Way of Northeastern SD, Inc.



Brett Dick
Molded Fiber Glass South Dakota



Rachel Dix
Alliance Contracting LLC



Brooke Edgar
Helms & Associates



Eric Ellingson
3M Company



Bea Fischer
Aberdeen Area Chamber of Commerce



Derek Geditz
Minerva's



Robert Goscicki
Aberdeen Federal
Credit Union



Matilda Grobe
Plains Commerce
Bank



Cristi Grunendike
Avera St. Luke's
Hospital



Leah Haaland
3M Company



Rhonda Hilsendeger
Plains Commerce
Bank



Liesl Hovel
Lutheran Social
Services



Steve Huettl
JDH Construction



Alexander Johnson
Hub City, Inc.



John Kannegieter
Insurance Plus



Emily Monsen
South Dakota Wheat
Growers



Ole Olesen
Siegel, Barnett &
Schutz



Megan Reshetar
Boys & Girls Club of
Aberdeen Area



Eric Rieker
BAE Systems



Elissa Sand
Aberdeen American
News



Amy Scepaniak
SD School for the Blind
& Visually Impaired



Chad Simes
Glacial Lakes
Energy, LLC - Mina



Colin Tipton
3M Company



Ryan Weigel
Eide Bailly LLP



Taylor Wensmann
Quality Quick Print

A *Leader* is one who
KNOWS THE WAY
GOES THE WAY
& **SHOWS THE WAY**
- John C. Maxwell

Empty Bowls - Shattering Hunger

The 9th annual Empty Bowls Meal and silent auction is Saturday, March 25 from 10 a.m. to 2 p.m. at the Yelduz Shrine Center at 802 S. Main Street in Aberdeen.

Empty Bowls is a community project that uses creative arts and education to work on a social problem-hunger. Ceramic bowls are created by local community people, students and artists. This year, there have been over 150 volunteers who have used 500 pounds of clay to create over 400 bowls. Volunteers help in some part of the process - either building a bowl or glazing one. There could be as many as 6 people who have had a part in one bowl between the building, glazing and firing process.

Guests attending the meal make a suggested donation, choose a bowl, have some soup and then take their bowl home as a reminder of the event and of the fact that hunger exists, even here in Aberdeen. Raising

awareness of local hunger issues is a major goal of the project and all funds raised are used locally to fight hunger.

In addition to the dinner, a silent auction is held to help raise funds. Many handcrafted items are donated and sold to the highest bidder. Last year the dinner and silent auction raised over \$6,500 which went back to the community for local food programs - the Salvation Army and the Salvation Army's backpack program, Volunteers of America and Safe Harbor.

Not able to attend the meal on March 25? You can still help by donating soup for the meal or hand



crafted items for the silent auction. Contact the Aberdeen Area Arts Council at 605-226-1557 to find out more.

Empty Bowls is sponsored by Aberdeen Area Arts Council, Aberdeen Recreation and Cultural Center and the Yelduz Shrine Center. Follow Empty Bowls Aberdeen on Facebook.

#1 SMALL BUSINESS INSURER



See why over
500,000
small business owners
trust us.

Give me a call to get a quote for your business.

Pat Tollefson
Insurance Plus
Phone: (605)225-4270
pat@ins-plus.com



Nationwide, the Nationwide N and Eagle, Nationwide is on your side, and other marks displayed in this message are service marks of Nationwide Mutual Insurance Company and/or its affiliates, unless otherwise disclosed. Conning Strategic Study: The Small Business Sector for Property-Casualty Insurance: Market Shift Coming, 2014. Third-party marks that appear in this message are the property of their respective owners. © 2015 Nationwide. CMO-0329AO.1 (11/15)

Growing Hometown Business

— SINCE 1931 —



Plains
COMMERCE BANK

524 S DAKOTA STREET • 605.225.7548



Training Calendar – March-April 2017

ABERDEEN AREA HUMAN RESOURCE ASSOCIATION

- Speed Solutions – Onboarding Employees
Tuesday, March 14, 11 am-12 pm
Certified for 1 PDC through SHRM and 1 HRCI credit
(Business Meeting and lunch to follow from 12 pm-1 pm)
RSVP: <http://aahra.shrm.org/forms/rsvp-march-2017-meeting>
Training free to AAHRA members
Find out what you can do to ensure new employees are coached, developed and training in order to drive employee engagement and retention through the development of the Dacotah Bank QuickStart Onboarding Program. There will also be a time to share experiences and network with others.
- Active Shooter Training- Alice Model
Thursday, April 20, 11 am-1 pm
Certified for 1 PDC through SHRM and pending 1 HRCI credit
RSVP: <http://aahra.shrm.org/forms/rsvp-april-2017-meeting>
Free and open to the public
This training session will aim to eradicate the “it can’t happen to me” mentality and change the way people everywhere respond to armed intruders. The Alice Model educates that individuals should be prepared for active shooter events and empowered to make their own life-saving decisions. Training by Sgt. Keith Theroux.

CORNERSTONES CAREER LEARNING CENTER, INC

- 420 S Roosevelt St, Aberdeen
Contact: Heidi Graves, Aberdeen Program Coordinator
605-626-2298 | www.cornerstonescareer.com
- Karen Language, March 23 – April 27, Thursday evenings, 5:30-7:30, \$125
Registration and payment due by March 16th
Learn about, understand, and communicate with ALL your customers! Learn the basics of the Karen language. Classes can be customized for your specific organization or business. Call for more information and pricing.
 - Bring You’re A-Game to Work - Coming Soon!
As part of a statewide effort, the South Dakota Department of Labor and Regulation is offering a soft skills training program to employers called Bring You’re A Game to Work. This innovative and engaging training helps your employees better deliver the seven work ethic behaviors (Attitude, At-

tendance, Appearance, Ambition, Accountability, Acceptance, Appreciation) that lead to workplace success! For scheduling or a workplace specific training, contact Heidi at Cornerstones Career Learning Center

- Adult Basic Education, 6-week classes, offered 12 months/year, 3 days/week
Monday, Tuesday & Wednesday, 8:30, 10:30 and 5:00 - Free
Free to any adult who needs to improve their academic skills to high school graduate level. The classes are used to help students prepare for the GED exam, to improve advanced English skills, and as a review before post-secondary education if they already have a high school diploma or GED.
- English Language Acquisition, enroll at any time, class taught 12 months/year, 3 days/week
Monday, Tuesday & Wednesday, 1:00 and 5:00
The English Language (ESL) Class teaches speaking, reading, listening, and writing; specifically geared towards adults and the adult environment (employment, job skills, communication to children’s teachers, doctors, etc.) All levels of English Language Learners are accepted; classes taught in a multi-level environment.

EIDE BAILLY

- Tax Trends Webinar Series
<http://technologyconsulting2.eidebailly.com/Tax-Trends>
- Going Global: Key Considerations in International Business, March 24
 - Compliance Considerations: State Income Tax, April 18
 - The Cyber Security Landscape and Your Culture of Security, April 20
- Business Insights Webinar Series for Attorneys and Advisors
<http://technologyconsulting2.eidebailly.com/44502/2016-12-30/gpvmh1>
- Economic Damage Calculation – Methods and Procedures, April 26
- Implement Insight Series for Farm Equipment Dealers, <http://technologyconsulting2.eidebailly.com/44502/2017-01-24/gsx461>
- Your Most Valuable Asset: Your People with a BONUS SALT Topic, May 2

SOUTH DAKOTA DEPARTMENT OF REVENUE

- Contact: Courtney Dosch, Education Coordinator
605-773-5445 | www.dor.sd.gov
14 S Main St, Suite 1-C, Aberdeen
- Basic Sales Tax, March 28, 9 am – 12 noon, No fee to attend

- Contractors’ Excise Tax, March 28, 1 pm – 4 pm, No fee to attend
Gettysburg City Fire Hall, 417 W Garfield Ave
- Agriculture Tax Seminar, March 14, 9 am – 12 noon or 1-4 pm, No fee to attend
Designed for those looking for a specific understanding of ag-related issues. There will be DOR representatives available from the Audit, Business Tax and Motor Vehicle divisions to provide detailed information for specific situations that you are likely to encounter, whether you are new to the industry or have years invested in it. We recommend sending specific questions and scenarios in advance.

THE TRAINING PLACE

- For more information call Jill at 725-1833
www.training.adcsd.com
Classes at the Aberdeen Development Corporation, 416 Production Street North, Aberdeen
- Excel Beginner, Tuesday, March 7, 9:00am – 1:00pm
 - Excel Intermediate, Tuesday, March 14, 9:00am – 1:00pm
 - 40-Hour Wire-Feed Welding starting Monday, March 20th from 5:00-9:00pm
 - EXCEL ADVANCED, Tuesday, March 21, 9:00am – 1:00pm
 - PowerPoint Beginner, Thursday, March 23, 9:00am – 1:00pm
 - CDL Classroom, March 27-29, 5:30-9:30pm
 - PowerPoint Intermediate, Thursday, March 30, 9:00am – 1:00pm
 - MS Office – The Basics, Tuesday, April 4, 8:30am – 5:00pm
 - PowerPoint Advanced, Thursday, April 6, 9:00 – 1:00pm
 - Word Beginner, Tuesday, April 11, 9:00am – 1:00pm
 - Word Intermediate, Thursday, April 20, 9:00am – 1:00pm
 - CDL Classroom, April 24-26, 5:30-9:30pm
 - Word Advanced, Tuesday, April 25, 9:00am – 1:00pm
- Power Hours classes at The Workshop, 208 South Main Street, Aberdeen
18 persons max; reserve your spot at www.training/adcsd.com/events
- Listening to People as You Would Have Them Listen to You, Tuesday, March 14th, 12:00-1:00pm
 - The Advantages of Being Funny, Tuesday, March 28th, 12:00-1:00pm
 - Millennials in the Workplace, Wednesday, April 12th, 12:00-1:00pm
 - Couponing 101!, Wednesday, April 26th, 12:00-1:00pm



Q4 BUSINESS & ECONOMIC DATA ANALYSIS SUMMARY

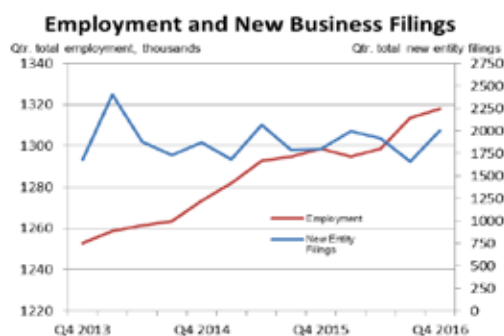
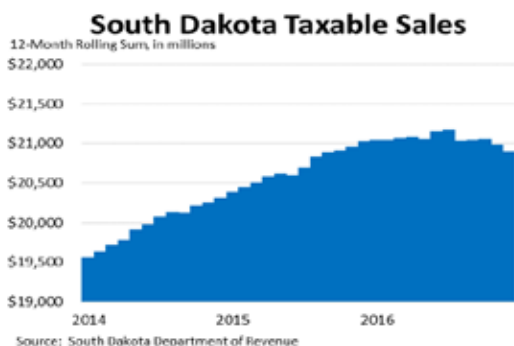
SOUTH DAKOTA
SECRETARY OF STATE
SHANTEL KREBS

In partnership with



Fourth Quarter 2016

Secretary's Minute: The new business entity online filing system has been up and running since November 14th. Our office filed formation documents for 941 limited liability companies in the last 45 days of 2016, with the majority (68%) of those formed online with the new system. In a push towards greater transparency, we have also made more historical business records available to the public. We now have almost 5,000,000 corporate and uniform commercial code documents available to view online. By the time this report is issued you'll be able to form a new business corporation online with our system starting in February. Please check out our new online system through which you are able to file your business documents in less than five minutes at www.sdsos.gov.



Note: Red line displays actual seasonally adjusted employment numbers. Source: Seasonally adjusted South Dakota total nonfarm employees from the Bureau of Labor Statistics and the Labor Market Information Center, SD Department of Labor.

Fourth Quarter 2016 Economic Highlights

- SD shares the lowest unemployment rate in the U.S. at 2.7% with New Hampshire.
- Personal income increased in Q4 by 1.8%.
- Building Permits increased in Q4 by 4.9%.
- Employment growth has continued in Q4.
- Many national economic indicators improved in Q4.

SOUTH DAKOTA	Current Period	3 Months Prior	Percent Change over Prior Period	Annual Percent Change	5 Year CAGR*
Wealth					
Personal Income (millions of dollars)	41,818	41,082	1.8%	2.1%	2.4%
Total Sales, 12 mo. trailing (millions of dollars)	67,584	68,128	-0.8%	-1.1%	1.7%
Taxable Sales, 12 mo. trailing (millions of dollars)	20,901	21,045	-0.7%	-0.6%	3.4%
Business Outlays					
Average Weekly Wage per Employee	760	771	-1.4%	2.7%	3.0%
Retail Gasoline Price (dollars per gallon)	2.37	2.24	5.8%	20.9%	-6.2%
Economic Overview					
Employment	440,000	438,800	0.3%	2.4%	1.4%
Unemployment Rate	2.7%	2.9%	-6.9%	-10.0%	-9.3%
Initial Jobless Claims	365	239	52.7%	-12.0%	-6.9%
Continuing Jobless Claims	3,335	1,046	218.8%	15.3%	-5.0%
Building Permits, Number of Units, 12 mo. trailing	5,502	5,206	5.7%	22.2%	13.8%
Valuation (thousands of dollars), 12 mo. trailing	839,309	800,202	4.9%	24.6%	14.6%
FHFA Purchase-Only Home Price Index	268	265	1.1%	5.1%	4.1%
Total Business Bankruptcy Filings	16	10	60.0%	23.1%	-10.6%
Chapter 7	10	5	100.0%	233.3%	-9.0%
Chapter 11	-	-	-	-	-
Chapter 13	5	4	25.0%	66.7%	10.8%

Sources: Bureau of Economic Analysis, Quarterly Personal Income (SA)(Q3/16); South Dakota Department of Revenue (NSA) (12/16); South Dakota Department of Labor and Regulation (SA) (Q2/16); US Energy Information Administration, Weekly Retail Gasoline and Diesel Prices, Midwest (12/26/16); Bureau of Labor Statistics, CES (SA) (11/16); US Department of Labor, Employment and Training Administration (NSA) (12/31/16); Census Bureau, New Privately Owned Housing Units Authorized (NSA) (11/16); FHFA Purchase-Only Home Price Index (SA) (Q3/16); Administrative Office of the US Courts (Q3/16). *Compound Annual Growth Rate.

For full report, please visit <https://sdsos.gov/general-information/publications/default.aspx>

Stay in School and Get Your Degree



Dr. Bill Brucek
Business Dean
Northern State
University

When I was growing up as a Baby Boomer, the general assumption was that we kids would be better off than our parents. Heck, we already had TV, automatic transmissions, and refrigerators that ran on electricity rather than a block of ice. We started out far ahead of the previ-

ous generation and would continue to do so in terms of years of schooling, access to conveniences, and earning power.

I think that all parents want their children to do better than they did. Unfortunately, the odds of that happening are now down to a coin flip according to research by Stanford economist, Raj Chetty who, along with other researchers, found that the percentage of kids earning more than their parents has fallen precipitously from 90 percent for children born in 1940's to 50 percent for offspring born in the '80's. Using a combination of Census data and anonymized Internal Revenue Service records to measure the rate of "absolute income mobility" – or the percentage of children who earned more than their parents – for people born between 1940 and 1984, the researchers constructed an analytical framework to compare children's household incomes at age 30 with their parents' household incomes at age 30 for each birth cohort at every income level, adjusting for inflation, taxes and transfers, as well as changes in household size.

The findings pointed to a distinctive downward trend in absolute mobility that cut across all income levels, with the largest declines occurring for families in the middle class. Males appeared to suffer more than females. Nearly all men born in 1940 surpassed their dads' incomes at age 30 but for those born in 1984 the rate dropped to 41 percent. For daughters the rate dropped from 43 percent to 26 percent in the same time frame.

In looking for the macroeconomic reasons for this decline the authors compared the effects of declining growth and rising inequality by running their data through simulated scenarios and found that growing inequality was the main culprit. The answer to what is causing the growth in income inequality can be found in 1991 census data, the most recent year of data currently available. Beginning in the 1980s, the returns on a college education started growing, and more of the benefits of economic growth started accruing to only those with an education, as those without an education saw their opportunities shrink. This is confirmed by examining data from the Pew Research center which reported on the relationship between education and total aggregate income from 1991 to 2012.

In 2012 households headed by someone with at least a bachelor's degree held nearly half of all US income, 49.7%, i.e., for every dollar in the economy almost half, 50 cents, went to the college educated. This number is an increase from 1991 when the college educated held 37% of total income. In contrast households headed by people with less than a high school degree earned 5



percent in 2012, a nickel from every dollar, down from 12 percent in 1991. People with a high school diploma earned 20 percent down from 28 percent. Finally, people with Associates degrees or some college earned 25 percent slightly up from 23 percent in 1991.

Though it's true that during this time period the proportion of college educated households in the country rose from 23% in 1991 to 33% in 2012 and thus one would expect them to command a bigger share, the growing economic share taken by the college educated goes beyond an increase in their numbers. College-educated and graduate and professional households were the only households whose incomes grew on a per household basis from 1991 to 2012 ranging from 9% for bachelors to 20% for professional degrees. Income for those households without a college degree all fell by 4-5%.

My friendly advice to you – Stay in school and get your degree. You don't want to be the one getting a nickel or less from the economy.

ACCA Presenting Tenore

The Aberdeen Community Concert Association is closing the ACCA season with the powerful tenor group-- Tenoré on Monday, April 3, 2017 at 7:30 pm. The brainchild of Jill Ann Siemens, founder of the Platinum-Selling Canadian Tenors, adoring fans can now see why Tenoré is becoming the powerful musical phenomenon that it is. Tenoré unleashes a glorious sound that breaks down musical barriers, draws together diverse cultures, and celebrates a repertoire of lyrical sweetness and dramatic strength. They are known for

their powerhouse vocals and rock star charisma. "A powerful concert experience."

This concert will begin at 7:30 pm and be held at the Johnson Fine Art Center on the NSU Campus.

Interior Design Concepts located at 523 S. Main Street will serve as the ACCA Box Office. Individual Concert Tickets will be available. Adult Advance Tickets will be sold for \$30 and Student tickets for \$8. Tickets sold at the door will be: Adults - \$35 and Students -\$10. Tickets can also be



purchased on line.

For more information or to purchase tickets visit the ACCA website www.aberdeencommunityconcerts.org

Think Before You Type: Email Privacy in the Workplace



Kim Dorsett
Partner, Richard-son, Wyly, Wise, Sauck & Hieb

Are your email communications being monitored right now?

Is an employer allowed to force an employee to turn over emails found on the employee's smart phone? Can an employee be fired for something posted on facebook? These are

just a few of the pressing questions faced by many businesses today. Communication via e-mail and text messaging has become a vital part of how employers and employees communicate in the work place. And, given that smart phones are utilized by nearly everyone, employees often use one device for both personal and work-related communications, whether that device is employee owned or employer owned.

While employers have the legal right to monitor some employee communications, the law limits how

employers are able to obtain electronic communications, which includes e-mails, text messages, or even social media postings.

In 1986, the Congress passed the Electronic Communications Storage Act, also referred to as the Stored Communications Act (SCA), which sought to protect the growing use of electronic communications. An employer's ability to review electronic communications is also governed by the Electronic Communication Privacy Act (ECPA), which prohibits the interception of electronic communications. The principle rules underlying these laws can be summarized by stating that any private electronic communication cannot be accessed unless prior knowing approval is given by either the sender or the proper recipient. This applies to social media posts protected by privacy settings, and thereby cannot be accessed by an employer without proper authorization or utilized in employment-based decisions.

Before any employer decides to access employee electronic commu-

nications, these five rules must be followed: (1) establish a clear policy prohibiting employees from using personal e-mail accounts to conduct business, and vice-versa; (2) do not allow employees to share passwords with others, or to save logins and passwords; (3) do not request that an employee provide passwords for personal accounts; (4) deactivate all employee passwords and log in information upon separation from employment; and (5) establish a clear policy that specifically provides for the right to monitor and review, for legitimate business reasons, all work-related communications made by the employee on the device provided by the company or a personal device used for work purposes. Understanding the ways a business can legally monitor an employee's electronic communications is essential to running a business smoothly. Speak to an attorney well versed in these laws to ensure your current policy is legally compliant. Kimberly Dorsett, Partner Richard-son, Wyly, Wise, Sauck & Hieb

TURN TO THE EXPERTS

For over ninety-eight years, Woodman Refrigeration has been your source for hvac and commercial refrigeration. Today, we invite you to visit website and learn about our history of steadfast service.



Woodman
- REFRIGERATION -


woodmanrefrigeration.com | ph 605.225.5212



24 N. Main St.
Aberdeen, SD
605.229.0180
www.ram.solutions

RAM
HOUSING SPECIALISTS
& RAM BOOKKEEPING

Payrolls | Accounts Payable
Accounts Receivable | Bookkeeping



Great Western Bank®

Making Life Great®

2 Great Aberdeen Locations
GreatWesternBank.com

Member FDIC

©2016, Great Western Bank

The New Library – Beyond Books



Lynn Lander
Aberdeen City
Manager

The International City/County Management Association, in partnership with the Aspen Institute and Public Libraries Association, conducted a nationwide survey in the spring of 2016 focused on the evolving role of public libraries in advancing community goals. Overall, approximately two

thousand local governments participated in the survey. The local jurisdictions range in size from population centers of 2,500 to over 1,000,000. The largest responding cohort group was jurisdictions with populations of 10,000 to 24,999.

One question in the survey asked to rank the role of their local libraries in advancing their community and respondents ranked the following five areas as important or highly important.

- Access to free high-speed internet service (73%)
- Digital literacy – offer digital teaching

- programs (65%)
- Provide early childhood education (65%)
- Primary and secondary school attainment (59%)
- Online/virtual learning (52%)

I am writing about these priorities because current city library services are within the national norm in addressing these key areas. In the very near future, the new library will be opening with the mission of continuing to engage and hopefully expand engagement with residents.

The construction of the new library is expected to be completed by July 31, 2017. The entire library is on ground level which the actual floor area calculates to be 29,722 square feet, which is approximately twice the square footage size when compared to our existing library. Two outside children play areas will also be provided. One will be covered and will be approximately 1,488 square feet and the other will be uncovered and approximately 2,396 square feet. Other notable features within the new library include the following:

- Six specific adult study areas within the adult services area
- One adult group

- study area
- Two children study areas
- A specific children's services area (Approximately 3,427 sq. ft.) that contains a programming room for children's activities.
- 2 self-check out terminals for use by library patrons.
- A specific teen services area.
- Archives area that is open to public for genealogy and historical research.
- Four meeting rooms (room occupancies ranging from 19 individuals per room up to 74 individuals). Hearing loop technology installed in the larger conference meeting rooms.
- A kitchen for nutrition and cooking classes and cooking clubs.
- A parking lot that provides 100 parking spaces.
- A drive through book drop.

The new library is expected to move beyond a place to borrow books. Our new library was designed to serve as a center that stimulates learning and creativity for all ages as well as provide access to a wide variety of services and programs.

Rehabilitation bringing *you* home!
Expertise. Compassion. Results.



Call to learn more today!

605-225-7315



Long Term Care • Short Term In- & Out-Patient Therapy
Beautifully Renovated Private Suites - Guaranteed!

1700 North Hwy 281 • Aberdeen, SD 57401

aberdeenhealthandrehab.com

Facebook.com/AberdeenHealthAndRehab @AHRTealwood

YOU WORKED TO CREATE WEALTH.
We work to preserve it for generations.

- Estate Planning
- Tax Planning
- Portfolio Design and Management
- Business Succession



Schwan Financial is a group of professionals passionate about helping people. We will listen to you to construct a customized plan, measured and monitored every step of the way, all to **minimize tax consequences** and **maximize wealth**.

Call today to learn how we can help preserve your wealth for generations.

(605) 225-1047
www.SchwanFinancial.com



Securities offered through Kovack Securities, Inc. Member FINRA/SIPC. OSJ Office, 6451 North Federal Highway, Suite 1201, Fort Lauderdale, FL 33308 (954) 782-4771. Investment Advisory Services offered through Schwan Financial Advisors, LLC, a registered Investment Advisor. Schwan Financial Group and Schwan Financial Advisors are not affiliated with Kovack Securities, Inc. or Kovack Advisors, Inc.

Retail Success - Does Your Shop Pop?



Kelly Weaver
Regional Director,
Small Business
Development Center

Authors Pamela Danziger and Jennifer Patterson Lorenzetti make the case for a growing resurgence among small specialty retailers in their recent book, "Shops that Pop!" Among the many examples of successful shops and research which back up their assertions, the authors share the following 7 steps any business can take toward retail

success.

1. Customer involvement and interaction – Encourage customers to experience your products through taste, touch, etc. Think taste testing,
2. Evoke customer curiosity – Creating interesting window displays or surprise experiences spread throughout the store makes people want to come in and explore. They don't want to miss anything!
3. Contagious, electric quality – This is the energy factor of your staff and the activities within the store. Is there a sense of fun and excitement for your customers?
4. Convergence between atmosphere, store design and merchandise - You have vision for your store that ties everything together.
5. Expresses an authentic concept – The concept is connected to the values and the vision of the owner and this is typically where their passion aligns with the store.
6. Priced right for the value – This doesn't mean

offering the lowest prices but rather offering sufficient value for the price offered. Are there added services packaged with a product that allow you to sell at a higher price? Keep in mind that value is determined from the customer's point of view.

7. Accessible, nonexclusive and free from pretensions – Stores are constantly reaching out to new customers and making all customers feel personally welcomed.

Some of these concepts are more abstract than others. Fortunately, a good portion of the book gives examples of how these concepts have been incorporated in existing stores which should give you a good idea of how you could do so in yours. If you're ready, put "Shops that Pop!" on your reading list.

Kelly Weaver is the Regional Director of the Small Business Development Center in Aberdeen which offers free, confidential business consulting to start up and existing businesses. She can be reached at (605) 626-2565 or kelly@growsd.org. The Center is hosted by GROW South Dakota.

New Business Training Being Held in Downtown Aberdeen



Kati Bachmayer
Workforce
Development Co-
ordinator, ADC

Looking for business-related information and training opportunities in Aberdeen? Then you're in luck! The Workshop (a division of the Aberdeen Development Corporation) in partnership with SCORE is now offering educational programming called "Power Hours" in downtown Aberdeen. Each Power Hour features

a different topic that can help you or your business! Cost to attend is \$15 and includes lunch (admission is free to Workshop members). Power Hours are held twice a month at the Workshop at 208 S Main Street from 12:00-1:00pm. Upcoming topics include effective listening styles, how humor can benefit and detract from effective communication, and managing millennials in the workplace. To learn more or register for a session, visit <http://training.adcsd.com/events/>.

Another excellent resource for small businesses and entrepreneurs in our community is a group called StartHUB. StartHUB is dedicated to supporting and

connecting entrepreneurs and community builders in the Aberdeen area. The group's bi-monthly meetings, held at 5:30pm on the first and third Thursday of the month, will be a place to ask questions, learn about starting a business, and set yourself up for success. A kickoff event is scheduled on March 2nd at the Workshop, with guest speaker Mike Bockorny, CEO of the Aberdeen Development Corporation who will share resources for entrepreneurs. Anyone interested in creating or contributing to a startup community in Aberdeen should join the discussion! Find upcoming events on Facebook or starthubsd.com.

The ADC's Strategic Plan



Mike Bockorny
Chief Executive
Officer, Aberdeen
Development Corp.

Greetings from the Aberdeen Development Corporation (ADC)! As we welcome the spring season the ADC is looking forward to a busy remainder of 2017. In this edition of The Progress I would like to share some information about an important exercise the ADC recently completed which I spoke of in a recent edition, a Strategic Plan for the ADC.

Following a nine-month process, the Strategic Plan was recently completed and shows that while we have some challenges to work toward overcoming, Aberdeen is positioned for continued growth in both the short and long term. At completion, the Strategic Plan outlines six key priorities to be focused upon over the next five years. These are listed below, in no certain order:

1. Facilitate leadership development for younger workers and engage emerging leaders in guiding the work of our region.
2. Actively support regional efforts and dialogue designed to bring the region together to meet common economic goals.
3. Facilitate the continued communication and shared planning between economic, government and community organizational sectors of our region.
4. Fill the gaps in housing development by bringing together funders, developers, and other leaders working to develop residential neighborhoods across the community.
5. Facilitate the development of skills training and retraining for the area workforce with specific emphasis in high technology skills.
6. Build and carry out a five-year plan to promote and expand Aberdeen's economy with specific emphasis on:
 - A. Downtown development (housing, retail, and business)
 - B. Event Center
 - C. Focused on primary job creation

The ADC has initiated multiple strategies beneath each one of the priorities listed above and we look forward to these approaches being fruitful over the coming years. Furthermore, the ADC modernized our mission statement to be reflective of our current and future efforts. The new mission statement reads; "Recruit, retain and expand economic opportunity in Aberdeen and our surrounding region." We feel this clear-cut statement clearly states why the ADC exists and both the staff and the Board of Directors are enthusiastic with the alteration.

There are many additional items of note that the ADC is exploring; such as, a potential Angel Fund for Aberdeen, new industrial and commercial developments, etc. The future for Aberdeen is bright and we look forward to great successes for all Northeast South Dakota throughout 2017. As always, please feel free to contact me at any time with questions and/or thoughts at 605-229-5335 or via email at mikebockorny@adcsd.com.

Repealing the Death Tax



Kristi Noem
US Representative (R-SD)

My dad woke up at the crack of dawn almost every day in pursuit of his American Dream: to build a farm large enough that his kids could grow up and farm together, if we wanted to. It's the same reason most parents get up and go to work every

morning; they're trying to give their kids something they didn't have.

For the better part of my 20s, however, I didn't know if my dad's dream would be seen through. As many reading this now know, we lost my dad unexpectedly in a farm accident. I was pretty young – recently married, working on my college degree, getting ready to have our first baby. It changed our

whole life.

While we were still trying to pick up the pieces after my dad died, our family received a letter from the IRS. Because of this tragedy that had undermined our sense of security, the Death Tax was now about to undermine our financial security.

Although we had cattle, machinery and land, we didn't have the money to pay what the IRS was asking for. Selling land didn't seem to be a good option. After all, it was my dad who had warned me, "Don't get rid of land. God isn't making any more of it." Selling the cattle and machinery would basically shut the farm down, so that wasn't an option either.

Eventually, we were able to secure a loan. While this kept the farm up and running, it impacted operations for about a decade and forced us to make some pretty difficult executive decisions so we could make ends meet.

Because no family should have to go through what

ours did, I introduced legislation earlier this year to fully and permanently repeal the Death Tax.

Of course my own family's story is wrapped around this issue, but at the core of it all, I reject the Death Tax on the principle that it is a double tax. Families asked to pay the Death Tax have already paid taxes when they bought the land, machinery, or inventory (in the case of a small business). They shouldn't be taxed on it again simply because a loved one has passed away.

Additionally, this tax disproportionately impacts farmers, ranchers and small businesses, who may have a large number of assets, but not necessarily cash in the bank. Some may be forced to close the doors altogether just to pay this tax. It's not right.

With broad support for repeal within the Trump administration and Congress, I'm hopeful we'll finally be able to repeal this unfair and immoral double tax. Simply put, a lifetime of hard work shouldn't be undermined because of a greedy federal Death Tax policy.

SPURS Spring Dance

Friday, March 24th ★ 8:00-11:00 pm

Doors Open 7:00 PM
AT **THE DEC**
3310 7TH AVE SE, ABERDEEN

- ★ Silent Auction 7:00pm-9:30pm
- ★ Live Auction Items

VIP Tables for 8: **\$175**
Individual Tickets: **\$15**

For More Information Call: 605.226.1099

Tickets may be purchased at the door or in advance at the Hitch'n Post

SPONSORS

LAMONT COMPANIES, Hampton, H Hampton Express, DACOTAH BANK, Wheat GROWERS, Power Sound & Music, Inc., THE DEC, PRIMROSE, PRECISION SOIL MANAGEMENT, CENTENNIAL HOMES, WESTERN

Printing provided by WESTERN

Trust the pharmacies that care.

We are independently owned and operated pharmacies, where you'll find exceptional service, a full selection of healthcare products and the one-on-one attention you deserve, all for the same or better price than you'll find anywhere else.

Get to know us; we'd love to offer you the personalized, quality care you need to manage your entire family's health.

ABERDEEN Medical Center PHARMACY

Your Locally Owned Health Mart PHARMACY

These pharmacies are independently owned and operated under a license from Health Mart Systems, Inc.

We're here for you 24/7.

Refill prescriptions on your time, your way.

Visit AberdeenPharmacy.com/ServingYou or download our app, *Health Mart Pharmacy*.

Locations:

- 📍 **Plaza Pharmacy**
KEN'S SUPERFAIR FOODS
605.225.6344
- 📍 **State Street Pharmacy**
AVERA STATE STREET MEDICAL SQUARE
605.225.1945
- 📍 **United Clinic Pharmacy**
SANFORD ABERDEEN CLINIC
605.225.4001

It's Time to Bury the Death Tax



John Thune
US Senator
(R-SD)

Benjamin Franklin once famously quipped that "in this world nothing can be said to be certain, except death and taxes." While there's some truth to what Franklin said, we certainly don't need a system where Americans are taxed at death. The

idea that death could be a taxable event might come as a surprise to some people, but believe it or not, the IRS sometimes and unfairly views death as a final chance to help fill its coffers. I strongly disagree, which is why I'm continuing my years-long fight to permanently repeal the estate tax – or the death tax, which is a far more accurate characterization.

The reality of the death tax hits families at the worst possible moment. The last thing families need to worry about when they're grieving the loss of a loved one is how and when they'll deal with the long arm of the IRS. The underlying

premise of the death tax, which is re-taxing wealth that has already been taxed, is fundamentally unfair. It also hits every family differently. In South Dakota, for example, family-owned farms and ranches are often land rich and cash poor. On paper, a family with a several-thousand acre farm might seem far wealthier than what's reflected in the family checkbook or savings account.

Anyone who has run a farm or ranch knows that land alone doesn't pay the bills. The land represents an opportunity to earn a living, put food on the table, send kids to school, and keep the operation running from one day to the next. Without it, the farm doesn't exist. The IRS takes the opposite approach. It only sees lines on a balance sheet. The IRS lumps land value with other assets, like cash in bank accounts and the owner's home. In too many cases, the land and other assets can put the farm owner and his or her family directly in the crosshairs of the death tax.

Some people argue that with smart lawyers and accountants and complicated estate planning,

individuals can avoid having to pay the death tax at all. While that might be true for some of the wealthiest people who can afford both the ongoing time and financial burden of effective estate planning, that's not the case for everyone. Estate planning comes at a cost, and every dollar spent on a lawyer or accountant is a dollar that isn't reinvested into growing a business, hiring new employees, or boosting paychecks. That money isn't used as effectively as possible while the individual is alive, long before the death tax may even apply.

Abolishing the death tax would give Americans greater peace of mind so they can focus on what really matters, and that's why I'm committed to this fight. According to the American Farm Bureau, thousands of farms in South Dakota would exceed the death tax's exemption level today, just based on the value of their land. My primary interest in taking up this cause has always been to protect those farmers and ranchers and to put this onerous tax six feet under once and for all.



Barnett Center Addition - Aberdeen, SD

**You Bring the Vision.
We Bring it to Life.**

hkg
architects

See more projects at
HKGarchitects.com

605 225 6820 524 S Arch Street Aberdeen, SD 57401

Cabinets & Countertops
Custom Cabinets • Quartz Countertop
Granite Countertop • Laminate Countertop

HOUSE OF GLASS, Inc.
CUSTOM CABINETS & PAINT
2 NORTH STATE ST.
ABERDEEN, SD 57401

Amber Horn amberh@hginc.biz
225-2010 • www.house-of-glass.com

Making Hospitality a Year-Round Priority



Laura Ptacek
Convention Sales & Marketing Coordinator, Aberdeen Area CVB

Whew! What a busy year this is turning out to be... already!

This past fall the Aberdeen Convention & Visitors Bureau "rolled out the orange carpet" for our visiting hunters...and we were rewarded at the 2017 South Dakota Governor's Confer-

ence on Tourism when we received the Cacklin' Community Award for the third year in a row! We pride ourselves on welcoming every visitor to town, and to know that others recognize our efforts

validates every extra minute we spend making our guests feel special. We couldn't have done this without the support of the community.

But the hospitality doesn't stop when hunting season ends! We are excited to host some big and exciting events in the coming months. Right now we are in the midst of state tourney season, during which we host hospitality rooms for coaches and officials at State Gymnastics and State Boys Basketball. All State Jazz Band and State Show Choir are coming up as well. Each and every player, coach, performer, parent and spectator at these events are vitally important to the future of Aberdeen – and we couldn't be happier to have them happening in our community! Be sure

to check our events calendar at www.visitaberdeensd.com to keep up on the latest happenings!

We will also be welcoming people to the Aberdeen booth at area travel and sports shows, which we are currently attending. This is the time of year when people are making their travel plans for the upcoming season, so we talk with potential visitors, hand out visitor packets and coupon books...and spread the word about our great city. I can't wait to get out there and let people know that THIS is the place to be! A great place to visit makes a great place to live.

Again, don't forget to use our website to submit information for the calendar of events, and like us on Facebook!

Aberdeen Chamber Welcomes New Board Members

BRETT DEIBERT – FARM CREDIT SERVICES OF AMERICA

Financial Officer

Wife – Laura; daughter – Brynn

"Being a Chamber board member is a great way to take part in keeping our community a thriving place for young people. Commerce in a city of our size is the main driver of jobs and activity to help make it attractive to outside employers and employees. I come from a family of business people and have a vested interest in seeing businesses in Aberdeen do well. Likewise, I am a business person myself and understand the need for a support system for businesses to thrive."

The two most significant issues facing Chamber members and/or the Aberdeen area are:

- Keeping area jobs here, as our unemployment numbers are low and available workers are, too.
- Maintaining Aberdeen as an attractive, long-term living option for our young people looking for careers.

Brett is also involved with Chamber Diplomats, Chamber Ag Committee, Exchange Club (Board of Directors & Chair of Youth Programs), Junior Achievement, United Way and Safe Harbor.



for the welfare of our city, region and citizens therein, I am committed to be of assistance as we continue to explore opportunities to grow our local economy. One strategy I firmly believe in is the development of young professionals to be the next generation of leaders and employees that will make a difference."

The two most significant issues facing Chamber members and/or the Aberdeen area are:

- Continuing to work collaboratively to grow our local economy.
- Seeking opportunities to grow our local economy, including new industries or initiatives that expand our portfolio of assets in Aberdeen and the region.

"As an educational leader, I have engaged in numerous activities that provide support to the community, both directly and indirectly. I look forward to doing this as well in Aberdeen and the region as I continue to get settled in the community. Northern State University is a critical part of Aberdeen and this region of South Dakota, making it imperative that I serve on select boards and committees to work as a partner to advance our community and economy."

JUSTIN FEICKERT – MIDSTATES. INC. AND QUALITY QUICK PRINT

VP of Sales & Marketing/Owner

Wife – Toni; children – Jaidyn, Cambry, Corbin and Ryder

"My companies are heavily engaged Chamber members. We donate, support, attend and fully agree with the Chamber mission. I would like to use my energy and leadership to give back to the community. I am an 8-year veteran of the South Dakota National Guard, including one tour in



Operation Iraqi Freedom, which I am very proud of."

The two most significant issues facing Chamber members and/or the Aberdeen area are:

- Staffing and hiring good people to work at their businesses. I don't meet a fellow business owner that doesn't see this as a monumental challenge.
- Getting new business/sales into your company. This is a function of marketing/sales and I think all businesses would say they can use more sales.

Justin is also involved with the Supervisory Committee at Healthcare Plus Federal Credit Union, the Community Advisory Board at Avera, Brown County Relay for Life, Sacred Heart Parish and Roncalli Primary & Elementary Schools.

AJ HOFFMAN – SODAK SPORTS

Owner

Parents – Tony & Sharry; brother – Austin

I believe it's very important for local businesses to be involved in the community. In addition, I want to understand the impact the Chamber has on our local economy.

The two most significant issues facing Chamber members and/or the Aberdeen area are:

- Keeping business local.
- Shopping local. The internet and Amazon are not making commerce easy for local businesses.

AJ is also involved with the Aberdeen Area Convention and Visitors Bureau (2017 Vice-Chair).



DR. TIMOTHY DOWNS – NORTH-ERN STATE UNIVERSITY

President

"My wife, Mary, and I are pleased to be new residents in Aberdeen and look forward to continually being involved in community activities and events."

"As an educator, leader and citizen concerned



Third Annual Lamont-Rhodes Lecture Set for April 6 at NSU

The third annual Lamont-Rhodes Lecture will bring an expert in agricultural economics to the campus of Northern State University.

Dr. Michael Boehlje's speech, presented by the NSU School of Business and Dacotah Bank, will take place on Thursday, April 6. The event begins with a brunch buffet at 7:30 a.m. in Dacotah Hall. Boehlje will speak at 8:30 a.m. in Krikac Auditorium.

Boehlje is a professor in the Department of Agricultural Economics and the Center for Food and Agricultural

Business (CAB) at Purdue University. He has devoted his career to helping farm managers and policymakers understand the pragmatic economic and financial consequences of their decisions. The fundamental focus of his work has been to integrate concepts of economics, finance and strategy to solve problems of farm and agribusiness managers.

Boehlje is the author or co-author of four books, and over 450 articles and other publications. He is also senior associate of Centrec Consulting. He

is a fellow of the American Agricultural Economics Association and of the International Food and Agribusiness Management Association.

For more information, contact the NSU Foundation at 605-626-2550 or nsualumni@northern.edu.



Dr. Michael Boehlje

NSU Has Major Impact on Economy of Aberdeen Region, State of South Dakota

Northern State University students injected about \$13.3 million into the South Dakota economy through their day-to-day living expenses in the 2016 fiscal year. That figure is found in NSU's Economic Impact Report, part of a research study measuring the impact of South Dakota's six public universities on the state economy. The study was released Tuesday at a briefing for state lawmakers in Pierre.

"This study updates initial baseline research conducted in 2010," said Randy Schaefer, president of the South Dakota Board of Regents. "We were amazed to learn that the statewide impact of the public higher education system on South Dakota's economic growth and well-being has grown by 35 percent in six years."

In 2010, 3,280 people lived in South Dakota because of the presence of NSU and the accompanying economic activity. That number rose to about 6,270 in 2016.

NSU 2016 Highlights

The money that NSU students injected into the economy in 2016 does not in-

clude tuition and fees. Other highlights from Northern's Economic Impact Report include:

- NSU generates about \$229 million of annual economic impact to South Dakota from a state investment of \$12.9 million.
- NSU acquired \$2.2 million in federal and private grants and contracts for research, development and projects.
- NSU directly supports 368.2 full-time jobs in South Dakota and 2,169 full-time jobs from the resulting economic activity.

For many NSU students, living in the Aberdeen community is part of their positive Northern experience. One alum said: "I spent my entire undergraduate career at Northern. It was at Northern that I discovered my passions, but I also learned who I was as a person. Everything just lined up perfectly: the opportunities at school, the professors, and even just living in the city of Aberdeen. I graduated several years ago. Since then I have traveled and worked all over the

country. Everywhere I live, I still compare it to Aberdeen and how much Northern helped to put me on the right path."

Statewide Information

Both the newest study and the one from 2010 were conducted by lead researcher Michael Allgrunn, associate professor of economics at the University of South Dakota's Beacom School of Business. The research work was sponsored by the South Dakota Board of Regents and the South Dakota Chamber of Commerce & Industry.

Among other findings, Allgrunn's research found that 67,850 people living in South Dakota would not be here without the six public universities. This includes students; faculty and staff employed by the universities and their families; as well as other workers and their families not affiliated directly with the universities, but who make a living here due to the economic activity that the universities generate.

Sanford Aberdeen Offers Expanded Walk-In Care

Sanford Aberdeen now offers patients with unexpected medical needs the ability to see a provider on the same day without an appointment at Sanford Aberdeen Clinic.

Walk in and acute care services are best for patients who are experiencing new, non-emergency needs like fevers, flu-like symptoms, cuts and minor injuries. For medical emergencies such as chest pain, numbness or a fever greater

than 104, the emergency department or 911 is the best choice.

Walk-in hours at Sanford Aberdeen are as follows:

Monday – Friday: 10 a.m. – 8p.m.

Saturday: 9 a.m. – 1 p.m.

Sunday: 1 p.m. – 5 p.m.

"This is another way to better serve our patients in the Aberdeen area," said Ashley Erickson, Sanford Aberdeen executive director. "Our menu of

walk-in services, acute care hours and electronic resources gives our patients several options for care whenever an unexpected illness or injury occurs."

Patients can also use My Sanford Chart to stay in touch with their care team, as well as video visits and e-visits. Patients are also encouraged to use www.SanfordAberdeen.com to check on wait times.

Aberdeen Shares It's Story at the State Capitol!

An Aberdeen contingent made up of 2017 Leadership Aberdeen participants, Aberdeen Area Chamber of Commerce board members and staff, and Aberdeen business and community leaders showcased Aberdeen in Pierre at Business Day and Aberdeen Day at the Legislature on February 23 and 24, 2017.



The contingent participated in several South Dakota Chamber of Commerce and Industry events including the Business Day caucus which discussed several legislative bills and issue under consideration as well as the Business Day Banquet, which featured Keynote Speaker Christopher Guith, Senior Vice President, Institute for 21st Cen-

tury Energy, US Chamber of Commerce.

The group also met personally with Luitenant Governor Matt Michels and Brown County legislators, as wells as Jim Hagen from the Department of Tourism, Dr. Mike Rush of the SD Board of Regents and Marcia Hultman of the SD Department of Labor and Regulations.

Aberdeen was promoted in the

Capitol Rotunda with displays and booths highlighting the community, NSU and Presentation College, and local organizations and resources. The group also toured the capitol and attended session in both the House and Senate Chambers.

The Aberdeen Public Schools Elementary Chorus sang on the Capitol steps, which was the highlight of the day.



LOCAL
BUSINESS AND AG SOLUTIONS
 IN SOUTH DAKOTA, NORTH DAKOTA AND MINNESOTA!
 "We are committed to your priorities."
Kip Hansen, MARKET PRESIDENT
Call. Click. Come in.
DACOTAH BANK
Here for you.SM

BANKING • INSURANCE • MORTGAGE • TRUST

dacotahbank.com

MEMBER FDIC Insurance and Trust not FDIC Insured.



WE'VE GOT YOUR LENDING NEEDS COVERED

From construction loans to mortgages, home equity lines, and ag/commercial lending, CorTrust Bank has you covered. Our team of experts will work with you through all of your lending needs, while providing guidance and sound advice.

Contact Our Team Today at 605.229.5069



Mark Hahler
Market President | Region Manager
Commercial/Ag Banker
NMLS #1475658



Heather Sieh
Consumer Loan Officer
Credit Analyst
NMLS #1511174



Connie Kusler
Mortgage Specialist
NMLS #473111



CorTrust Bank



NMLS 458038 | Bank ID 405612

LATERAL QUICKNESS,
AGILITY, AND SITUATIONAL
ADAPTABILITY IN A SHARED
MULTI-OFFICE NETWORK.

NETWORK SERVICE

A SECURITY ANALYSIS BY
SDN COMMUNICATIONS

SDN Communications' vast, reliable broadband network paired with our managed cybersecurity services give IT professionals all the tools they need to protect and service your company's network, effectively allowing them to be in multiple locations at once.



SDN COMMUNICATIONS.

Enjoy the UPTIME. | sdncommunications.com

12 3 4 5123
412 21 4561
12 31991
124 33 96

iHELP Covers the Gap

On Financing Your Education



63% Federal Loans & Grants

11% Other Resources
Scholarships, family contribution, work study

26% Gap in College Financing

- ✓ *Affordable Private Student Loan Program*
- ✓ *Designed to Cover Educational Costs That Aren't Covered by a Student's Traditional Financial Aid Package*
- ✓ *Offered Through Local Community Banks*
- ✓ *Good Borrower Benefits*
- ✓ *Competitive Rates*

Visit iHELPloan.com to see if your school qualifies!



Reunion Student Loan
Finance Corporation
105 First Avenue Southwest
Aberdeen, SD 57401-4173

