PROGRESS

MAGAZINE SEPTEMBER/OCTOBER 2019



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Our Mission

To exceed customer expectations by producing quality products and services in a safe, efficient, innovative, manufacturing environment with employees who are engaged in the workplace and the community.

Our Vision

3M Technology Advancing Every Company

3M Products Enhancing Every Home

3M Innovation Improving Every Life

The People

Forty-five (45) years ago, 3M Aberdeen employed 75 people. Today, 3M Aberdeen provides jobs for more than 650 employees and is a large manufacturing center of excellence and one of the largest manufacturing employers in the area.

3M Aberdeen's success is due to dedicated and hard-working employees. 3M employees routinely demonstrate their work ethic and ability to adapt quickly to new products and market conditions. While the production portfolio has changed over the years, the plant remains strong as the employees' commitment to manufacturing excellence continues to make investment in Aberdeen manufacturing an attractive prospect.

At 45 years strong, 3M Aberdeen's workforce is passing the baton between generations as many enjoy retirement after long careers and their children follow in their footsteps. Today, second and even third generations of 3M employees look back on a proud heritage.

Salary / Benefits: 3M offers outstanding wages, medical, dental, life, paid vacation, paid holidays and various savings plans with company matching funds and profit sharing, plus many other employment benefits.

The Aberdeen Plant

3M has led the world in innovation and quality manufacturing since 1902.

In 1974, 3M opened a 20,000-square-foot plant in Aberdeen, South Dakota to produce filtering facepiece respirators designed to address growing concerns about the hazards of inhaling dusts and fumes. One year later, 3M Aberdeen moved operations to a brand new facility at its current Industrial Park site. After many years of continued growth and expansion, today 3M Aberdeen plant is over 430,000-square feet and has grown into one of the largest manufacturing sites in the area.

3M Aberdeen is a benchmark for excellence on a national scale and represents leading edge efforts to increase competitiveness, foster a world-class safety culture, create stimulating and rewarding work environments, and enhance customer satisfaction. At 3M, quality is our customers safety.

3M Aberdeen constantly focuses on growth and improvement, and daily a commitment to its mission: To exceed customer expectations by producing quality products and services in a safe, efficient, innovative, manufacturing environment with employees who are engaged in the workplace and the community.

The Products

3M Aberdeen provides respirators and filter webs for industrial welding, painting, health-care, construction, and home improvement applications. 3M Aberdeen can produce over 700 respirators per minute and over 20-square miles of filter media per year used worldwide to prevent the spread of disease and protect people in the face of national emergencies, including the SARS, bird-flu and H1N1 outbreaks, Mt. St. Helens' eruption, Hurricane Katrina cleanup, and forest fires. 3M Aberdeen produces Filtrete® brand furnace filters to remove dusts and allergens from homes.

Environmental stewardship and sustainability are top priorities for 3M Aberdeen with its recycling processor capable of recycling over 1-million pounds of waste per year, which is reused to create its 3M Chemical Sorbent line of products, used to clean up spilled oil and other environmentally hazardous materials. Products produced at 3M Aberdeen are relied upon around the globe to protect people from everything from simple airborne dust to dangerous fumes and vapors.

3M Aberdeen also participates in the tape and adhesive markets. In 1976, 3M Aberdeen diversified activities with a custom tape-converting business, reducing large jumbos of tape to custom roll sizes used in industry. Eventually the tape business expanded to include operations in custom tape forming and making for the automotive and aerospace industries. 3M automotive and attachment tape are used in more 33-million vehicles a year.

3M Aberdeen's industrial tapes are used in applications ranging from consumer electronics to automotive and aerospace industries throughout the world. In total, 4500-acres is produced annually, which is enough to circle the globe 3-times with a 6-inch strip of tape.

3M Aberdeen will be introducing a new hearing protection product line. These "push to fit" earplugs are a brand-new platform 3M and will require new technology and equipment. Equipment is scheduled to be installed in January 2020 with full product launch in February.

The Community

3M Aberdeen has a legacy of giving backed by many thousands of volunteer hours, in innovative educational and charitable organizations in Aberdeen and surrounding communities where our employees live and work. 3M Aberdeen is a proud recipient of the Aberdeen Chamber of Commerce ABBY Award for Community Involvement.

3M is a leader in extensive school partnerships and employee-designed STEM programs, which open doors to higher education and future careers in current and emerging industries.

In alignment with our giving strategies, 3M invests in nonprofit organizations and social impact programs within our communities and supports a culture of service among our people in the areas of education, community, and environment.

Businesses Reach Milestone Anniversaries

The following businesses were recognized at the June, July and August Business After Hours mixers for their milestone anniversaries.



Aerial Arts by Avery – 5 years (Pictured are Dayna McGee, Aerial Arts by Avery and Gail Ochs, Chamber of Commerce)



Karl's TV & Appliance – 15 years (Gail Ochs, Chamber and Nancy Walworth & Dennis Walworth, Karl's TV & Appliance)



Quality Quick Print – 40 years (Justin Feickert, QQP and Gail Ochs, Chamber)



Shagan Pit – 5 years (Gail Ochs, Chamber of Commerce and Scott Hagan, Shagan Pit)



Wylie Thunder Road – 25 years (Al Novstrup, Thunder Road; Gail Ochs, Chamber and David Novstrup, Thunder Road)



Super 8 East – 45 years (Gail Ochs, Chamber and Tyler Cope, Super 8 East)



D's Fast Food & Catering – 10 years (Diane Dumire, D's Fast Food and Gail Ochs, Chamber)



Primrose Retirement Communities – 30 years (Gail Ochs, Chamber and BJ Schaefbauer, Primrose)



SoDak Sports – 50 years (Gail Ochs, Chamber and AJ Hoffman, SoDak Sports)

Growing Together and Making Memories



Dawn Williams 2019 Chamber Board Chair, SD Dept. of Labor & Regulation

It is that exciting time of year here in Aberdeen. Fall is in the air and bringing with it the abundant activities that a flourishing community like ours has to offer. We are fortunate to have both Northern State University and Presentation College and

the numerous surrounding schools that provide both education and entertainment opportunities. Now that the schools are back in session, everyone's calendars should be full cheering on their favorite teams, attending concerts, lecture series, art exhibits, and so much more.

Before we know it, Aberdeen will be the welcoming site for visiting pheasant hunters. I always look forward to the decorations and watching our city "turn orange" in preparation for our guests. The planning and organizing that goes on throughout the year to make this a memorable experience for everyone involved is greatly appreciated.

The Chamber Diplomat committee will be hosting the 25th ABBY Awards event on September 19th. The awards night is dedicated to recognizing

and honoring area businesses that enhance the image of Aberdeen. It is important for the Chamber to celebrate our business community and award those that demonstrate outstanding business performances and practices, and those that provide excellent customer satisfaction. Congratulations to this year ABBY Award nominees and winners and thank you to the Diplomats for always planning a great evening.

The Chamber has been very busy throughout the year with our activities and events we host in order to serve our businesses, members and individuals. The Chamber staff and Board of Directors are continuously working together to ensure your needs are met as a Chamber member and to enhance your opportunities for growth and development within the business community.

We meet each fall to discuss our goals and priorities that were accomplished throughout the year and to identify what we need to focus on in the next year. This past year, one of our focuses was to strengthen our relationships with members by increasing interaction, communicating benefits of membership, and providing education on issues affecting them. Our objectives for 2019 were to engage with Human Resources Professionals on employee recruitment and retention efforts and to implement

online webinars utilizing local members and national sources.

Recently, as part of the Chamber goals, I had the opportunity to meet and visit with some newcomers to our community. It was an excellent way for connections to be made and friendships to be developed while learning about what brought them to Aberdeen and what we could do to help them feel at home and to get involved. For employers, we recognize the time and energy it takes to recruit your new employees and we hope that making connections by incorporating these welcoming opportunities helps to retain them.

Employers and employees can both benefit from development opportunities. Investing in your employee's growth and enhancing their skills strengthens the relationships among employees and increases the likelihood of their retention. In order to assist you with these opportunities, the Chamber has added access to over 600 free webinars and workshops for our members to our website. Information can be found under the Events & Programs tab. Please contact the Chamber office if you have any questions. We hope you find the webinars beneficial and encourage you to utilize them.

2019 Chamber Leadership

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

COVER: 3M

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



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Leadership South Dakota Selects Sixth Class

Leadership South Dakota has selected 43 class members to participate in the 8-month leadership program, which will begin September 18 and conclude late March. Leadership South Dakota is a statewide program with a mission to attract engaged citizens from across the state, then provide them with the background, unique experiences and insights necessary to assume leadership positions at the community, state and national levels.

The purpose of Leadership South Dakota is to develop leaders by providing them with experiences that will expand their knowledge of the state, access to extraordinary people who have contributed to the fabric of our state and skills in the areas of leadership and organizational management that will contribute to future success of South Dakota.

Participants were selected from a diverse background of occupations and locations throughout

the state. During their time in the program, the 2020 class will meet in cities throughout South Dakota while focusing on a variety of relevant and important topics.

Aberdonians in the Class of 2020 include Mike Bockorny, Aberdeen Development Corporation; Brodie



Bockorny



Mueller



Poppen

Mueller, Dakota Territory Brewing Company; and Jeff Poppen, Sanford Health. In addition, Kristi Wagner with Dakota Resources, former Aberdeen resident, is a member of the class.

Congratulations to you all and thank you for your commitment to our community and state!

ACCA 2019-20 Season Begins in September

The Aberdeen Community Concert Association is proud to announce that their 80th Season will open on Thursday, Sept 26, 2019 at 7:00 pm in the Harvey and Cynthia Jewett Theater at the NSU Johnson Fine Arts Center with the world-famous Glenn Miller Orchestra.

Glenn Miller Orchestra - Glenn Miller and his orchestra have always been very musical, disciplined and visually entertaining with their own distinctive sound. They had more hit records in one year than anybody in the history of the recording industry are the most soughtafter big band in the world today for both concert and dance engagements. Still considered the greatest band of all time, its unique sound is loved by almost anybody that cares for dance music.

Sons of Serendip, Tuesday,
November 19, 2019 at 7:00 pm - Sons of
Serendip create beautiful music through
the use of harp, piano, cello and voice.
This Billboard charting quartet is gaining
popularity since appearing on Season 9
of America's Got Talent as finalists. Their
program is a fresh mix of emotionally
expressive popular music, engaging
stories, and audience participation.
Musical serendipity.

SD Jazz Festival Concert featuring Aubrey Logan, Thursday, January 23, 2020 - Performing with the Northern State University Jazz Band will be Aubrey Logan. The media refer to the #1 selling artist as "The Queen of Sass" and it's easy to see why. Her concerts are a mix of excellent musicality, jaw-dropping vocals and expert trombone-playing that leaves audiences in tears just before her comedic relief has them in stitches.

The Maxwell Quartet, Friday, March 6, 2020 - This Glasgow-based quartet broadcasts regularly on BBC Radio Scotland and performs at many festivals and venues across Europe with notable performances at London's Wigmore Hall. Their program highlights selections by Beethoven and Hayden as well as original arrangements of Scottish folk music.

Sail On: Beach Boys Tribute, Thursday, April 2, 2020 – Concluding the season, Sail On brings a young look and authentic sound reminiscent of the original Beach Boys during the prime of their career. The group's harmonies capture the sound of the iconic band and transport the audience to the beach for an evening of memories and fun, fun, fun. An energetic and youthful tribute to "America's band."

ACCA memberships are: Adult \$70; Student \$25; and Family (2 adults + children) \$145. (The Family membership can be a Grandparent membership for 2 grandparents and 4 student tickets for grandchildren.) In addition, there are opportunities for businesses and individuals to support the ACCA as





Contributors \$130 (1 Adult membership); Donors \$185 (2 Adult or 1 Family membership), Patron \$370 (4 Adult or 2 Family memberships) and Benefactor \$740 (8 Adult or 4 Family memberships). This is a wonderful way for a business to provide exciting live entertainment opportunities to their employees.

Interior Design Concepts, located at 21 N Main Street, serves as the ACCA Campaign Headquarters and box office. Memberships can be purchased there during store hours as well as online.

For more information check the ACCA website at www. aberdeencommunityconcerts.org.

New Faculty Luncheon Welcomes Teachers

The Chamber's Workforce & Education Committee hosted their annual New Faculty Luncheon on Monday, August 12th at the Best Western Ramkota. This year, all schools in Aberdeen – K-12, higher education and adult education – welcomed 40 new instructors to their classrooms. Speakers included Eric Kline, Superintendent at Aberdeen Christian School; Dawn Sahli, 2nd year teacher at Lincoln Elementary; and Mayor Travis Schaunaman.

Local business sponsors were invited to attend and spent time interacting with the new teachers. Sponsors also contributed items to "swag bags" that the new teachers

were gifted with at the end of the luncheon. Several lucky winners also went home with door prizes provided by Colorful Creations, Danger von Dempsey's Pizza & Brewhaus, Ken's SuperFair Foods, Mark Mehlhoff Insurance and Photo-X-Press.

The Chamber thanks all sponsors including Aberdeen Federal Credit Union (Presenting Sponsor); Bantz, Gosch & Cremer; NorthWestern Energy; Aberdeen American News; Budget Furniture; Century Business Products; CorTrust Bank; Dairy Queen of Aberdeen; Dental Center; Domino's Pizza; Erickson & Associates; First United Methodist Church; HealthCare Plus Federal Credit Union; Heart & Sole

Foot Zone Therapy; Mark Mehlhoff Insurance; Northern State University; Photo-X-Press;



Pierson Ford-Lincoln; Plains Commerce Bank; Profiling Beauty Health & Wellness Center; Ridgeline Massage Therapy; Sanford Health; Twist Cone; US Bank and Wireless World.

The 2020 New Faculty Luncheon is planned for Monday August 10th.

National Manufacturing Day 2019 is October 4

Manufacturing is the most important cause of economic growth through the creation of jobs and advancement in technology.

Annually on the first Friday in October, Manufacturing Day helps show the reality of modern manufacturing careers by encouraging thousands of companies and educational institutions to open their doors to students, parents, teachers and community leaders.

This year, in honor of the 45th anniversary of 3M in Aberdeen, South Dakota, we will open our doors for plant tours on September 7, 2019, from 10:00am-1:00pm. It is our sincere hope that this day will help educate the public on the important institutional foundation manufacturing plays in innovation and how technology

and skills necessary in today's manufacturing are inexorably linked to Research and Development, and inspire the next generation of manufacturers. But, more importantly,

we want to take this opportunity to celebrate our employees both past and present – those technically-skilled, creative, and problem-solving dedicated professionals that make this special day possible.

At 3M, when it comes to innovation, we

are just getting started...

By: Dan Ühlir, Plant Human Resources Manager, 3M Aberdeen, and member of the Workforce & Education Committee



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How to Reach Approximately 1,400 Potential Future Employees

The Aberdeen Area Chamber of Commerce's Workforce & Education Committee, along with the South Dakota Department of Labor and Regulation, will host the tenth annual Youth Career Expo in the Barnett Center on the campus of Northern State University on the morning of Thursday, October 3, 2019.

This is an opportunity to market careers in your company and industry to a large group of eager young high school juniors and seniors from approximately 15 area schools who will be attending this event, along with Post-High Planning Days (which runs concurrently).

This expo will allow you to link career options with the skills, qualifications, aptitudes and interests of these students as well as promote your business to the

future workforce. Please help us make this event as exciting, interactive and informative as possible.

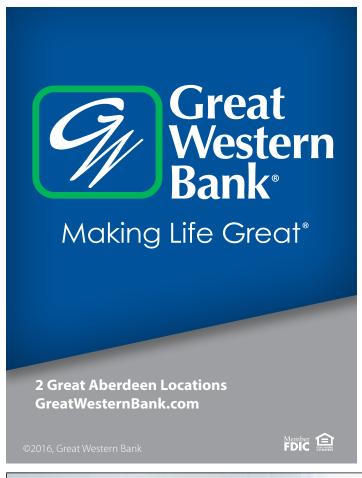
Businesses who participate should:

- Plan to have hands-on or interactive activities. Something visual that will attract students to your booth (i.e. equipment and machinery).
- Post a sign listing the various career options in your industry.
- Bring along one or more employees who can interact and describe their job, education, training and answer questions.
- Display or demonstrate skills or tasks that are common to your industry.
- Provide promotional materials and handouts of each career description, required education and/or training, and starting salary.



• Bring along one to two door prizes with your company logo.

There is no registration or booth fee for Chamber members. The non-chamber member fee is \$50. To register or for more information, contact Lisa Anderson at the Chamber at 225-2860 or lisa@ aberdeen-chamber.com.





Aberdeen



Enhance Aberdeen

The following businesses were recognized by the Chamber's Enhance Aberdeen Committee for improvements made to their businesses or property. Improvements may include upgrades to the aesthetic appearance of the building or property and enhancements that increase quality of life for our residents.



Ameriprise Financial Services Danger von Dempsey's Pizza 101 3rd Ave SW Exterior improvements



& Brewhaus 1023 S Main St Exterior improvements



Ken's Super Fair Foods 2105 6th Ave SE Exterior improvements



Ruby Tuesday 3125 6th Ave SE Addition of handicap accessible door

Say Hello to Farewell Angelina

Named after a haunting Bob Dylan song, Farewell Angelina is an all-female country group with four powerhouse vocalists, dynamic songwriters and accomplished multi-instrumentalists. Their stellar blend of heart-stopping harmonies over blazing double violins and guitars has earned soaring praise across the board. Farwell Angelina takes the stage at the Aberdeen Civic Theatre on Thursday, October 10 starting at 7:30 pm.

A band of longtime friends, Nicole Witt, Andrea Young, Lisa Torres & Ashlev Gearing all met pursuing their dreams in Nashville, TN. Each deeply respected and admired one another while they were building successful solo careers. touring and recording with top artists, and writing songs for some of Country Music's biggest hitmakers. The girls have opened shows for the likes of Kenny Chesney, Old Dominion, Frankie Ballard, Jake Owen, Billy Currington, Maroon 5, and Trace Adkins, to name a few.

The band's highly anticipated "Women and Wine" EP (that the band coproduced) was recently released to rave reviews. CMT celebrated with a worldwide premiere of the band's music video for the single, "Ghosts." which was #1 on the CMT 12Pack Countdown for 3 weeks...in the top 3 for 8.

Tickets for Farewell Angelina will go on sale mid-September and will be available online at www. AberdeenAreaArtsCouncil.com, in person



at the Arts Council office or by calling 605-226-1557.

Chamber Staff Attend IOM Training

Lisa Anderson and Bea Smith, Chamber staff members, attended Institute for Organization Management (IOM) in July at Loyola Marymount University in Los Angeles, CA. Lisa completed her third year at IOM and Bea completed her first year. Institute for Organization Management is a four-year nonprofit leadership training program produced by the US Chamber of Commerce Foundation. It is the premier nonprofit professional development program for association and chamber professionals, fostering individual growth through interactive learning and networking opportunities.

Since its commencement in 1921, the Institute program has been educating tens of thousands of nonprofit leaders on how to build stronger organizations, better serve their members and become strong business advocates. Institute's curriculum consists of a combination of required courses and electives in areas such as leadership, advocacy, marketing, finance and membership. Institute participants are able to enhance their own organizational management skills and add new fuel to their organizations, making them run more efficiently and effectively.



When the Expected Becomes Unexpected



Laura Edwards State Climatologist, SDSU Extension and Member of the Ag Committee

Climate is what you expect; weather is what you get.

This old adage has been used to describe the difference between weather (our day-to-day changes in temperature and precipitation) and climate (long term patterns from weeks to years). But what happens when climate

is changing?

2019 has seen its share of extremes in climate. Aberdeen's third snowiest winter on record ushered in a cool spring and a flood season that compared to the 1990s. This year has reminded us of the extremes in both temperature and precipitation that we can experience in the Northern Great Plains, from month to month and year to year.

Even with large swings in extremes over the last several decades, we have seen a rising trend in both temperature and precipitation in South Dakota. From the early 1900s to the early 2000s, the annual average temperature in the Northern Great Plains had risen 1.69°F. These

warmer temperatures are not equal throughout all the seasons, however. Temperatures are warming fastest in the winter season, and least in the summer. In addition, minimum (nighttime) temperatures are rising faster than maximum (daytime) temperatures.

The increases in precipitation that have been measured are perhaps most profound. South Dakota has been getting wetter, faster, than almost anywhere else in the country, now ten to fifteen percent or more as compared to the early 1900s. Most of this additional rainfall has come in the spring and fall seasons, which has brought about some of the largest logistical challenges to our agricultural industry during planting and harvesting. Not only is our region experiencing increases in precipitation, but it is more often occurring in larger, heavy events.

Our agricultural producers and businesses have had to adapt to our highly variable climate. Weather and climate are the largest uncertainties in farming today. Floods, droughts, heat waves and cold snaps will continue to affect our production and profitability. Fortunately, many farming practices that improve soil health can create better resilience to changes in our climate extremes. Management practices such as



using cover crops to utilize excess water; maintaining residue or cover crops to protect the soil from heavy rains; crop rotations to manage nutrients, diseases and pests; and minimizing tillage are all climate-smart and improve soil health. Farmers are adopting these practices more and more, and many of those that have been consistent have seen improvements in reliable results over years of climate extremes.

Perhaps there is a better adage to describe our future climate: Prepare for the unexpected.

Laura Edwards is the SDSU Extension State Climatologist, based at the Aberdeen Regional Center. Email: laura.edwards@sdstate.edu, phone 626-2870, website https://extension.sdstate.edu/

Reference: 4th National Climate Assessment, https://

nca2018.globalchange.gov/ Formal report citation: USGCRP, 2018: Impacts, Risks, and Adaptation in the United States: Fourth National Climate Assessment, Volume II[Reidmiller, D.R., C.W. Avery, D.R. Easterling, K.E. Kunkel, K.L.M. Lewis, T.K. Maycock, and B.C. Stewart (eds.)]. U.S. Global Change Research Program, Washington, DC, USA, 1515 pp. doi: 10.7930/NCA4.2018.



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WEBINARS

All webinars are free unless otherwise noted. For more information, and to register, go to www.eidebailly.com/insights/events.



CPAs & BUSINESS ADVISORS

- Business Trends Webinar: New Leasing Standards, September 4, 10 a.m. CDT
- Business Trends Webinar: Going Global: Key Considerations in International Expansion, September 17, 12:30 p.m. CDT
- Dealership Insights Webinar Series: Cybersecurity & Forensics, September 18, 12 p.m. CDT
- Business Trends Webinar: What's Hot in Sales Tax, September 19, 12 p.m. CDT
- Eide Bailly Complete Webinar: Money Saving Tax planning Tips for Dental Practices, September 20, 10:30 a.m. CDT
- Business Trends Webinar: Human Resources Insights: Recruiting Processes, September 24, 12 p.m. CDT
- Business Trends Webinar: ACA Compliance Considerations & Best Practices, September 26, 12 p.m. CDT
- Affordable Care Act: 30 Minutes Roundtable Webinar, October 4, 11 a.m. CDT
- Business Trends Webinar: The Latest in Estate Planning, October 25, 12 p.m. CDT



As part of the Chamber's 2019 Program of Work, we now have over 600 webinars available for our members on our website. Check it out at www. chamberstrategies.com/webinars.php?p=5483.



CHAMBER BIG DATES

ABBY Awards

Thursday, September 19, 6:00 pm, Dakota Event Center

Ag Committee

Thursday, September 19, Noon, SDSU Extension Thursday, October 17, Noon, Livestock Specialists Inc

Ambassadors

Tuesday, September 10, Noon, TBD Tuesday, October 8, Noon, TBD

Business After Hours

Thursday, September 12, 5:15 pm, Northern State University Thursday, October 10, 5:15 pm, Pierson Ford

Career Expo

Thursday, October 3, 8 am, Barnett Center-NSU

Chamber Executive Board

Thursday, September 12, Noon, Chamber Thursday, October 10, Noon, Chamber

Chamber Full Board

Wednesday, October 16, 8 am, Chamber Wednesday, September 25, 11:30 am, Half Cocked Lodge (retreat)

Community Affairs Committee

Thursday, September 5, Noon, Best Western Ramkota Thursday, October 3, Noon, Best Western Ramkota

Diplomats

Thursday, September 12, 3 pm, Chamber Thursday, October 10, 3pm, Chamber

Enhance Aberdeen

Friday, September 6, 9 am, Chamber Friday, October 4, 9 am, Chamber

Field to Fork: A Farm to Table Connection

Saturday, September 7, 5:30 pm, Centennial Village

Health & Wellness Committee

Wednesday, September 4, 8 am, SALT Serenity Salt Cellar Wednesday, October 2, 8 am, Avera Human Performance Center

Transportation Committee

Tuesday, September 24, 3:30 pm, Chamber

Workforce & Education Committee

Wednesday, September 18, 3:30 pm, 3M Wednesday, October 16, 3:30 pm, TBD



QQP ADDS PIERRE LOCATION

Quality Quick Print has opened a new location in Pierre, SD to help service the Pierre and surrounding communities. They have a storefront at 1005 E. Wells Ave with some on-demand production equipment and four staff members. including Tom Roberts, who owned State Publishing as a 4th Generation owner for over 40 years. Also on staff are team members Ken Potter, Chandra Mancuso and Vickie Luetske who all worked with Tom when he owned State Publishing. They have a wealth of knowledge and great relationships with the customers. QQP of Pierre offers all the same services they do in Aberdeen such as printing, mailing, signage, banners, screenprinting, embroidery and engraving. Visit their website at www.mygqp.com

AVERA NAMED ONE OF THE NATION'S 15 TOP HEALTH SYSTEMS BY IBM WATSON HEALTH

Avera Health was named one of the

nation's 15 Top Health Systems by IBM Watson HealthTM



(NYSE: IBM). The study spotlights the best-performing health systems in the U.S., based on a balanced scorecard of publicly available clinical, operational and patient satisfaction metrics and data.

This year's 15 Top Health Systems study evaluated 337 health systems and 2,961 member hospitals to identify the 15 U.S. health systems with the highest overall achievement on a balanced scorecard. The scorecard is based on the 100 Top Hospitals® national balanced scorecard methodologies and focuses on five performance domains: inpatient outcomes, process of care, extended outcomes, efficiency, and patient experience. This is the first time Avera Health has been recognized with this honor.

"Our quality teams are so deserving to have their work acknowledged and be awarded this honor," said Bob Sutton, Avera Health President and CEO. "Quality is a priority for every department and employee. We have a highly organized system quality plan that aligns with the

National Quality Strategy and permeates all levels of our health system. Our largest and smallest facilities embrace the same strategies for ensuring quality, yet each have their own quality identity. This award reflects how Avera approaches care – with top quality in mind."

The Avera Health system has over 18,000 employees and physicians, serving more than 300 locations and 100 communities in a five-state region. For more information, visit www.100tophospitals.com.

AVERA ST. LUKE'S TRAUMA CENTER RECEIVES VERIFICATION FROM THE VERIFICATION REVIEW COMMITTEE

The trauma center at Avera St. Luke's Hospital continues to



be the only Level III Trauma Center in the region, as recently verified by the Verification Review Committee, an ad hoc committee of the Committee on Trauma of the American College of Surgeons.

The achievement both recognizes and ensures that Avera St. Luke's has all of the resources to provide optimal care for an injured patient. That includes its commitment, readiness, policies, and patient care, as well as performance improvement.

"While we certainly don't hope for injured patients, we take great pride in that when unfortunate circumstances warrant emergency trauma care, we can and will provide it for Aberdeen and the surrounding communities. Patients can take great comfort in the trauma center's Level III verification and the kind of care he or she will receive at Avera St. Luke's, right here in town," said Todd Forkel, CEO and Regional Vice President of Avera St. Luke's and Avera St. Mary's hospitals.

The trauma center's verification will extend through September 27, 2022. Avera St. Luke's was first verified as a Level III Trauma Center in 2013. Verified trauma centers must meet the essential criteria that ensure trauma care capability and institutional performance, as outlined by the American College of Surgeons' Committee on Trauma in its current Resources for Optimal Care of the Injured Patient manual.

HANSON RECEIVES ASBSD COMMUNITY SERVICE AWARD

Associated School Boards of South Dakota (ASBSD) Community Service Awards are presented to individuals or groups serving their local school districts in exemplary fashion. Lynn Hanson of

Aberdeen was selected to receive this year's Community Service Award, and was honored at the August 8, 2019 ASBSD Awards Luncheon in Sioux Falls.



A former School
Board member and
current Aberdeen Public Schools
Foundation Board member, Hanson is a
champion in the Aberdeen community
for public education and students. She
advocates for the safety and welfare
of students through grants provided to
improve safety equipment and curriculum.
Hanson has been instrumental in helping
multiple bond issues pas to improve
district facilities as well.

An avid supporter of Aberdeen Central High School athletics, and fine arts, Hanson and her family established the Lynn Hanson Endowment in 2015, which annually provides a scholarship to a CHS female graduate who excels in academics and athletics. Hanson is a "go-to" volunteer in the Aberdeen School District and is always willing to lend a hand.

Associated School Boards of South Dakota is a private, non-profit organization representing more than 850 local school board members, the school districts they govern and the students they serve.

HARR'S TOYOTA CELEBRATES 50 YEARS

Toyota executives, regional representatives and local staff were recently together to award Jim and Barb Harr an award for fifty years as a dealer of Toyota vehicles.

Kevin Curran, Toyota Regional General Manager, presented the Harr family, including Jim, Barb and Matt with the award, while stating,



"It's an honor

for us (Toyota) to have these partnerships. To celebrate fifty years as a Toyota franchise is a big deal. It's very rare that it happens in Toyota," said Kevin Curran, Toyota Regional General Manager. Kevin went on to add,

"You hear a lot about the future of transportation. No matter what, you're

CONTINUED ON PAGE 15

Upcoming Community Events

SEPTEMBER

- 4-8The Importance of Being Earnest, Aberdeen Community Theatre, aberdeencommunitytheatre.com
- 5......**Farmers Market**, Melgaard Park, naturalabundance.org

- 14-15Richmond Wellness Retreat, Richmond Lake Youth Camp, leanbodybarre.com

- 20......The Aberdeen Fall Flea Market, Brown County Fairgrounds, aberdeennews.com

- 21......Aberdeen Area Humane Society's 2nd Paw Sale, Brown County Fairgrounds Clubhouse, anewleashonlife.net
- 22......Yeldiz Shrine Pancake Breakfast, Yelduz Shrine, yelduz.org
- 22......Walk to End Alzheimer's, Wylie Park, alz.org
- 24......Feeding South Dakota Mobile Food Distribution, Freedom Church, time4freedom.org/feedingsd
- 26......Farmers Market, Melgaard Park, naturalabundance.org
- 26......Glenn Miller Orchestra, Johnson Fine Arts Center, northern.edu/johnson-fine-arts-center
- 26-29 South Dakota Film Festival, Aberdeen Community Theatre, southdakotafilmfest.org
- 28......Living History Fall Festival, Granary Rural Cultural Center, dacotahprairiemuseum.com/granary
- 28......Aberdeen Central High School Hall of Fame Banquet, Aberdeen Central High School, aberdeen.k12.sd.us/foundation
- 29.....**Open Mic Night**, Slackers, slackersaberdeen.com

OCTOBER

- 3......Farmers Market, Melgaard Park, naturalabundance.org

- 5......Aberdeen Area Humane Society Rescue Run & Microchip Clinic, Centennial Village, anewleashonlife.net
- 6......Pumpkin Patch for Kids, aberdeenoptimistclub@gmail.com
- 9-11 Assisted Living Association of South Dakota Annual Conference & Tradeshow, Dakota Event Center, dakotaeventcenter.com
- 10......Farmers Market, Melgaard Park, naturalabundance.org
- 12......Gypsy Days NSU Homecoming Week, Various Locations, northern.edu

- 19......Everything Healing Expo, Best Western Ramkota Event Center, charjungmentoring.com
- 24......Farmers Market, Melgaard Park, naturalabundance.org
- 25.....Live2Lead: Aberdeen, Dakota Event Center, facebook.com/live2leadsouthdakota
- 25......Hector Anchondo Band, Schwan's Recreation, facebook.com/schwansrecreation
- 25......Mediumship Gallery with Tania, Dakota Event Center, taniaraemedium.com
- 25-26 Haunted Forest, Wylie Park, aberdeenoptimistclub@gmail.com
- 27......Yeldiz Shrine Pancake Breakfast, Yelduz Shrine, yelduz.org



(Harr Motors) going to be our partner. It's still a people business, and at the end of the day and that's why you're here for so long because you understood a long time ago by taking care of your people and customers. As simple as it sounds, it leads to a lot of success."

Harr Motors staff and visiting representatives celebrated together with a barbecue lunch, while some new and classic Toyota vehicles were displayed in the showroom.

Jim started Harr Motors in 1968 and is currently the only Toyota, Honda and Nissan dealer under one roof in the country. The Harr Motors family is very grateful to their customers and the community of Aberdeen as well as the surrounding area for their continued business over the years.











ABBY Awards Celebrate 25 Years!



Gail L. Ochs President, IOM Aberdeen Chamber

This year marks the 25th Annual ABBY Awards. The award program first kicked off in June 1995 as a project of the newly formed Community-Wide, Community-Pride Project under the leadership of Chamber Board President Larry Frost and Executive Director, Lori Cope. They were designed to salute and enhance the image of the Aberdeen business community by recognizing outstanding business performance, excellence and local customer satisfaction within the community. The first awards were presented in the following 6 categories: Agribusiness, Community Involvement, Customer Service, Manufacturing, Professional Services, and People's Choice. Through the years, categories have been expanded and added. In 1996, the Customer Service category was offered in 2 categories – Retail and Service, and in 2001, the Community Involvement category was offered in two categories - Non-profits and Businesses. In 2002, a Health and Wellness Category was added and in 2008, the Bridge Builder category was offered. Today, we present 9 different awards that are judged outside of the community, and the People's Choice which is still selected by the people who call, email or vote online. Applications are now being judged for the 25th Annual event to be held on September 19, 2019 at the Dakota Event Center. If you are interested in attending, contact the Chamber at (605) 225-2860 or go to www.

aberdeen- chamber.com to get registered.

Here are the businesses and organizations who have been the proud recipients of an ABBY Award, alphabetically in each category:

Agribusiness

The Agribusiness award is presented to a business in the Aberdeen area who has demonstrated exceptional performance in the development of agriculture in South Dakota or which is related to the agribusiness

sector, including farming and ranching enterprises.
Anderson Industries - '10
Butler Machinery -'08
Farm Forum - '05
Farm Rescue -'07
Heartland Grain Fuels - '96 & '99
Hub City Livestock Auction - '01
J. Gross Equipment- '14
L&O Acres - '03
Livestock Specialists, Inc. - '18
Midwest Ag Supply - '12
North Central Farmers Elevator -'06
RDO Equipment - '98, '09, &'15
Rea Hybrids - '00 & '04
Sharp's Inc. - '02
South Dakota Wheat Growers - '95, '97, '11 & '13
TNTax Business Services - '16

Wolff Family Genetics - '17 **Bridge Builder**

Sanford Aberdeen - '16

The Bridge Builder Award is presented to a business or organization demonstrating exceptional performance in collaboration between students from area educational institutions and their business or workplace. The award recognizes student workforce development opportunities such as internships, mentoring programs, job shadowing,

apprenticeships, or other such offerings.

3M Company of Aberdeen- '08
Agtegra Cooperative- formerly South Dakota Wheat Growers - '12 & '18
Aspire - '17
Avera St. Luke's - '09
Dacotah Bank - '15
Eide Bailly, LLP - '11
Molded Fiber Glass of South Dakota - '14
Northwestern Mutual Financial Network - '10
RDO Equipment- '13

Community Involvement – Business

The Community Involvement- Business Award is presented for exceptional support of arts and culture, sports, education, voluntary groups, and/or community service. Judging takes in account the relative size of the business.

3M Company - '05, '12 & '18 Aberdeen American News - '95 Aberdeen Police Dept./ Brown Co. Sheriff's Dept./SD Highway Patrol District 1 Aman Collection Services, Inc. - '01 Avera St. Luke's Medical Center - '96 Center For Advanced Dentistry - '10 Dacotah Bank - '99, '06 & '09 Dakota Broadcasting -'08 Eide Bailly, LLP - '17 Great Lakes Higher Education Corporation - '11 Lakewood Mall -'07 Lust Chevrolet-Buick - '03 Molded Fiber Glass South Dakota - '13 Northern Valley Communications - '16 Presentation College - '98 RDO Equipment- '14 SD Wheat Growers - '15 Simmons Jr. High School - '97 The Lakewood Mall - '02

Community Involvement - Non Profit

The Community Involvement - Non Profit Award is presented to a nonprofit organization demonstrating exceptional performance in its support of the community through arts and culture, sports, education, voluntary

groups, and/or community service.
Aberdeen Area Arts Council - '10
Aberdeen Exchange Club - '14
Aberdeen Exchange Club - '14
Aberdeen Family Moose -'09
Aberdeen Home Builders - '05
Aberdeen School District - '04
Area IV Senior Meals - '17
Aspire, Inc - '12
Boys & Girls Club of Aberdeen - '11 &'18
Homes Are Possible, Inc. - '07
Safe Harbor - '15
SCORE Chapter - '08
Sertoma Club - '16
Spurs - '13
The Auxiliary Guest House - '02
United Way of Northeastern SD -'06
Volunteer Service Clearing House - '03
Yelduz Shrine - '01

Customer Service – Retail
The Customer Service – Retail Award is presented to a business demonstrating exceptional performance in providing services (wholesale and retail trade, purchasing and distribution, transportation, professional

services, communications, financial, etc.) Aberdeen TV, Audio & Appliance - '03

Budget Furniture - '13

Campbell's Town & Country -'06 Carpets Plus - '08

Centsable Fashions - '11 Closet to Closet - '02 Dakota Outdoor Living - '17 Good Nature - '99

Gotta Hava Java - '05

Herberger's - '07

Jason's Truck and Auto Body - '97

Kathleen's - '96
Lang's TV, Audio & Appliance - '00 & 10
Lust Chevrolet-Buick - '98
Natural Abundance - '01 & '14

Natural Abundance - 01 & 14
Profiling Beauty Health & Wellness Studio - 15
Revive Day Spa - 12
Riddle's Jewelry - 09
Shoe Science - 18
Target of Aberdeen - 04

Teacher's Pet - '16

Customer Service – Service

The Customer Service - Service Award is presented to a business demonstrating exceptional performance in providing services (wholesale and retail trade, purchasing and distribution, transportation, professional

Services, communications, financial, etc.)
Aberdeen Federal Credit Union - '00 & 16
Aman Collection Service, Inc. - '96
Aramark - '13
Best Western Ramkota Hotel - '17
Country Villago Monufactured Homes '100

Country Village Manufactured Homes - '98 Dial-A-Move, Inc. - '01 Insurance Plus - '04

Jerry's Dent Repair - '15

Midcontinent Communications -'11 Northern Valley Communications - '02

Northwestern Public Service - '97 Plains Commerce Bank - '12 QQP/Midstates Printing - '10 Ramada Convention Center - '09

RBE Electronics - '95 RDO Equipment - '03 Small Business Development Center - '14

Subway - '99
Tel Serv Communications - '08

Twist Cone - '18 Wells Fargo Bank - '05 Wylie Thunder Road -'06

Wyndham Worldwide - '07

Health and Wellness

The Health and Wellness Award is presented to either a business or organization demonstrating exceptional performance in providing healthcare services to the community; or a business/organization that internally encourages health/wellness of company through employee

programs. 3M Company of Aberdeen - '03

Aberdeen Community Health Center - '18

Aberdeen Family Physicians - '07 Aberdeen Family YMCA - '02 Aberdeen Health & Rehab - '17

Aberdeen Parks, Recreation, & Forestry Dept. - '15 Avera St. Luke's Cardiology Specialists - '09 & 12

Avera St. Luke's Cardiology Specialists
Avera St. Luke's Sports Medicine - '10
Banner Engineering - '13
Behavior Care Specialists - '14
Bethesda Home - '08
Education Assistance Corporation - '05
Eide Bailly, LLP - '06

Lutheran Social Services - 16

Sanford Health Aberdeen Clinic - '11 Student Loan Finance Corporation - '04

Manufacturing
The Manufacturing Award is presented to a business demonstrating exceptional performance in the production of manufactured goods.
3M of Aberdeen - '97, '00, '05, '08, '09 & '11
BAE Systems – formerly United Defense - '95, '02 & '13
Banner Engineering - '99 & '12
Blackout INC - '14

Eureka Kuchen Factory - '07

Horton, Inc. - '04
Regal/Hub City, Inc. - '03 & '18
Midstates Printing - '98 & '17
Molded Fiberglass - '10 & '16
Twin City Fan Company - '96 & '15
Wester British Company - '96

Western Printing Company - '01

Wooden Mallet - '06

Professional Services

The Professional Services Award is presented to a business demonstrating exceptional performance in providing professional

Aman Collection Service, Inc. - '95

Avera St. Luke's - '97 & '04 Dakota Broadcasting - '16

Dial-A-Move - '17

Education Assistance Corporation - '02

Eide Bailly, LLP - '01

Helms & Associates - '07 & '18

JDH Construction - '12

Johnston Agency/Western Agency - '13

Marco - '14

Northern Plains Animal Health - '10

Opportunities for Independent Living - '09

Orthopedic Surgery Specialists - '06 Production Monkeys- '15 Progressive Financial Services - '11 Schwan Financial Group, LLC - '08

Small Business Development Center – '00 Student Loan Finance Corporation - '96 & '98

Verifications, Inc. - '03

Vision Care Associates - '99

Web Water - '05

People's Choice

All applicants applying for an ABBY award in any category are considered for the People's Choice Award. The People's Choice Award is presented to either a business or organization that demonstrates exceptional performance in its support of this community and region and makes the citizens of proud because of their efforts.

Aberdeen Federal Credit Union - '14 Aberdeen Parks, Recreation & Forestry - '95

Aberdeen Sertoma Club - '01

Adjustment Training Center – '05 Avera Cardiovascular Services- '11

Avera Cardiovascular Services- '1
Avera Mother Joseph Manor - '03
Brown County Fair - '96
Brown County Landfill - '07
Brown County United Way - '97
Great Plains Outdoorsman - '16
JDH Construction - '10
Karisma Boutique - '13
Make A Wish Foundation Region 3

Make A Wish Foundation Region 3 - '04 Northwestern Mutual Financial Network - '12 & '17 Palm Garden Café & Chocolate Shoppe - '18

Pheasant Country Broadcasting - '02 Retired Senior Volunteer Program - '98

Roncalli Nearly New - '09

Schwan Financial Group LLC. - '08

The Resource Center - '99

US Senator John Thune's Office - '15new

Jensen Rock and Sand Finds Unique Way to Show Support for NSU

An area business found a unique way to show their support for Northern State University that will reach people around the region. Jensen Rock and Sand has partnered with Northern to have the NSU Wolf logo displayed on one of their cement trucks – and they might do the same to another.

Owners Kenny and Kyle Jensen said this is a way for their corporation to have more community involvement. "Northern's a great school. We have a lot of kids from our hometown that go to Northern," said Kenny Jensen, of Mobridge. "It's got a very good reputation. We just like to support the school and advertise for it."

Jensen said he's had friends and family members attend Northern. His children have also attended wrestling and basketball camps and tournaments on the NSU campus. "It's just the aspect of supporting your hometown college,"

he said. "That's a big deal to have a college like this in Aberdeen, South Dakota."

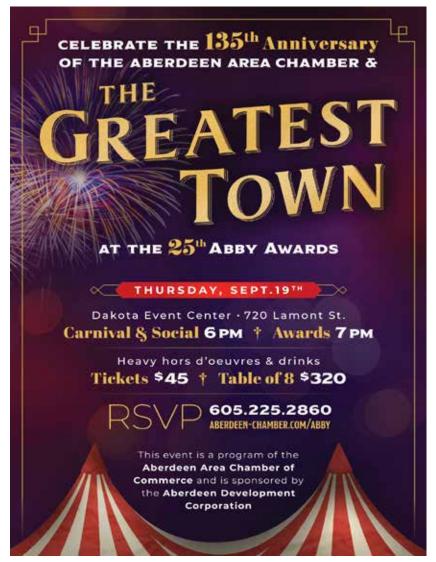
Jensen Rock and Sand is the first contractor to display Northern's logo on a vehicle, and NSU President Dr. Tim Downs said the university is very grateful for this unique show of support.

"This will reach a lot of people around the region, and we're thankful he brought this idea to us," Downs said.

Northern is open to other entities



partnering with the university in this way. Those interested should contact the NSU Communications and Marketing Department at communications@northern.edu.



Flippin' Pancakes at the Fair

Chamber volunteers and staff navigated super-soggy **Brown County** Fairgrounds Sunday, August 18, to make pancakes for around 500 fairgoers and community members. Hub City Radio sponsored this event and provided volunteers to





help get everyone fed and on their way.

The morning began around 6:30 with setup by Chamber and Brown County Fairgrounds staff and getting the grills fired up for action. Breakfast was served from 8-11 am and cleanup concluded around noon. It was a very busy, early morning that with full stomachs and some morning fellowship.

The Chamber staff thanks Dial-A-Move for providing year-round storage for the grills used to cook up the fair flapjacks and to Economy Meat Market for lending us their roasters to keep the delicious sausage hot. They make our morning run MUCH smoother and we appreciate their generosity.

Early Detection and Prevention of Breast Cancer



Christopher Nelson, MSN, ACNP, MBA Avera Cancer Institute Aberdeen, Special to the Health & Wellness Committee

In 2019, an estimated 268,000 new breast cancer cases will be diagnosed.1 Screening with mammography and resultant early detection decrease breast cancer deaths by an estimated 20% to 40%.2 The goal of screening is to detect cancers when small and still curable. Recently, there has

been some debate about the best age to start screening mammography, but most guidelines recommend starting at age 40 for women of average risk, after discussing the risks and benefits with their health care provider. High risk women, or those with mammographic abnormalities, may benefit from additional screening measures such as MRI or breast ultrasound. Clinical breast exams are also an important part of screening. especially for high risk subgroups.3 While screening and early detection are important components of breast health, prevention is still the best strategy to reduce morbidity and mortality. Numerous studies have examined the impact of diet and exercise in reducing not only breast cancer, but all cancers

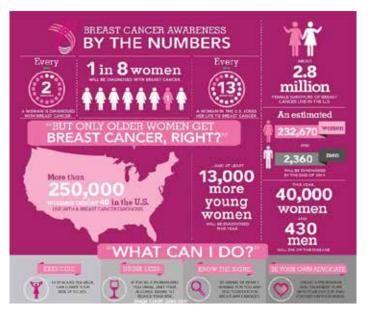
and chronic disease. Excessive alcohol use and an increased intake of dietary fat are two modifiable risk factors associated with a heightened risk of breast cancer. A sedentary lifestyle is also associated with an increased risk of developing breast cancer. and adherance to an exercise regimen has been shown to reduce the risk of cancer recurrence in those previously diagnosed

with breast cancer. A diet high in soluble fiber, fruit, vegetables and low in saturated fat has also been shown to decrease the risk of developing cancer.⁴ As always, discus screening and lifestyle changes with your health care provider

before making any final decisions.

¹American Cancer Society (2019). Cancer facts and figures 2019. Retrieved from www. cancer.org

2 Niell, B. et. al.,



(2017). Screening for Breast Cancer. Radiologic Clinics. 55(6), 1145-1162.

³ Coleman, C. (2017). Early Detection and Screening for Breast Cancer. Seminars in Oncology Nursing. 33(2), 141-155.

⁴ Sun, Y., et. al., (2017). Risk Factors and Prevention of Breast Cancer. International Journal of Biological Sciences. 13(11), 1387-1397.







Melgaard Park (SE Area) in case of bad weather • school for Visually Impaired IF QUESTIONS, CALL 290-4755 OR 216-7094

SUN., SEPT. 8, 2019

Admission at Door \$3.00 Admission in Advance \$2.50 Children are Free



1:00 P.M. - 4:00 P.M.
Ice Cream, Frozen Yogurt, Cake
Advanced tickets available from any
Kiwanis Club member & Ken's SuperFair Foods.

ENTERTAINMENT
Music, Carnival Games, Inflatables, Prizes & Morel

ALL PROCEEDS GO TO LOCAL YOUTH PROGRAMS





a little bit of everything AAHS 2ND P**∴W SALE**

Aberdeen's largest "2nd hand" sale Brown County Fair Grounds Clubhouse

New First Pick Friday: Sept 20, 2019 6pm-7pm
Pay \$20 & gain access before the regular sale starts Sat

Sale Day: Sept 21, 2019 9am-3pm

Donations may be dropped off at the Clubhouse Sept 8 from 1 PM to 4 PM Sept 9-13 from 3 PM to 7 PM & Sept 14 from 1 PM to 4 PM

> *No clothing, large appliances, magazines, encyclopedias, metal desks, exercise equipment or old TVs accepted*

Questions? Contact: Christa, 605-228-4749

Show Off Your Holiday Spirit & Decorating Skills



Lisa Anderson
Public Relations
Director, Aberdeen
Area Chamber of
Commerce

Do you think you have what it takes to "outshine" your fellow businesspeople in Aberdeen?

The Aberdeen Area Chamber of Commerce's Enhance Aberdeen Committee is inviting all Aberdeen businesses to participate in their annual business

holiday lighting contest. Help make the 2019 holiday season merry and bright by getting lit up this year! It's easy to participate. By December 4th, do your best and most creative outdoor light & decoration display (or interior display easily seen from the street in the dark) and call the Chamber to let us know

about it. Members of the EA Committee will drive around the evening of December 4 to decide who is the 2019 winner. It's not too early to start planning your best Griswold-ish display now!

The winner will receive a prize package that includes a \$300 Aberdeen gift card from JDH Construction, a \$250

lighting allowance, a free half page ad space in the Progress magazine, the coveted traveling trophy and bragging rights!

Anthony Jewelers was chosen as the brightest bulb in 2018. They will pass along the trophy to this year's top



2018 Holiday Lighting Contest Winner Anthony Jewelers

business, which will be announced at the Christmas with the Chamber mixer on Thursday, December 12 at the Dakota Event Center.

Ready, set....plan you business holiday lighting display now!

Getting Results with Online Marketing (Part 1)



Kelly Weaver Regional Director, Small Business Development Center

I recently participated in a series of webinars by Ray Sidney-Smith, author of Social Local Mobile Success. I will try to share some of his small business marketing tips. Given all the buzz around social media, you may find his first tip a

bit surprising. Business should start first with LOCAL, then work on the MOBILE presentation and then end with SOCIAL campaigns. This article will focus on LOCAL.

Why LOCAL? First and foremost,

most small businesses serve a local market. So if you want to drive sales, you want your business to be found by local customers. Focus on beefing up your online content with local references. The very first, easiest and free method of doing this is setting up free online directories for your business. Examples include Google My Business (GMB), Bing, Yahoo, Yelp, and others which allow your business to be seen in search and maps with accurate information you provide (contact information, hours, services, pictures, etc.) Set up as many as make sense for you. Most business owners should be able to set up their own accounts without much trouble.

Location is a powerful variable in most search algorithms. Including

location helps you compete more effectively for local customers than with just keywords alone. If I am looking for a dry cleaner, I would

your

want to know the ones closest to me. Search engines are indexing individual website pages so local data (addresses, phone numbers) should be on every page and local maps embedded where appropriate. As you include text on a webpage or write a blog post, weave your location into that narrative.

Be sure to include details about your products and services even if you are not ready to have a full blown shopping cart. While online sales continue to grow, they are just a drop in the bucket compared to the local sales that are made after customers do their research online. If local customers can't find your business, products and services online, you may not be part of the buying decision in the end. After all, the goal of your online marketing strategy is to increase sales, right?

Source: Social Local Mobile Success: Small Business Marketing Strategy Explained by Ray Sidney-Smith.

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 kweaver@midco.net. The Center is hosted by GROW South Dakota.



Our Environment, Our Community



Rev. Enno K. Limvere President of Green Aberdeen

Green Aberdeen began with the goal of helping to create a more environmentally sustainable future for Aberdeen and our planet. Our big event is Earth Day Fair which we host on April 22nd the last four years with the help of the Briscoe Building and other partners. Last

year, partnering with Easton Castle/O-TE-LA Conservancy, we put together a Chautauqua, a community gather to exchange ideas. We are planning another one this year, September 21st, to be held once again at our urban forest here in town

We do not have THE plan for how to get to a zero-waste, carbon-neutral, and locally-food-sourced community, but we have ideas, questions, and an openness to work with our local government, businesses, and other non-profits. We want to inspire, educate, and take action

in our community to reduce, re-use, refuse, and recycle.

We believe that there is a better future for our community and our world. We see the necessity in our current time and for our future that investments will be needed as global climate change continues to affect our area and our world. Just as we converted from a horse and buggy/steam powered community to carbon-fueled powered community; we are now converting from a carbon-fueled powered community, to renewable energy. Here are some facts from US Energy Information Administration website:

- In 2018, renewable resources provided 70% of South Dakota's net electricity generation—46% from hydroelectric power and 24% from wind energy.
- Per capita retail electricity sales in South Dakota are well above the national average in part because about one-third of households use electricity as their primary energy source for home heating during the state's extremely cold winters.
 - Coal-fired power plants supplied





21% of South Dakota's net generation in 2018, down from 52% in 2008. At the same time, the contribution from natural gas rose from 3% in 2008 to 9% in 2018.

Let's talk about benefits that suit your employees and your budget.

PEACE OF MIND FOR YOUR BOTTOM LINE.



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Suite 204
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W-2019554 08/18

SBA Empowers South Dakota's Small Businesses



Jamie Wood SD District Director, Small Business Administration

At the U.S. Small Business Administration (SBA), we have an important role of powering the American dream of entrepreneurship. As the nation's go-to resource and voice for small business, the SBA provides counseling, capital, and contracting expertise so

businesses can confidently start, grow, expand, or recover. The SBA truly makes the American dream of business ownership a reality. We do this through our business training, funding, and contracting programs. Our agency is the only independent voice for small business, backed by the collective power and resources of the federal government.

Small business is big business in South Dakota with nearly 99 percent of all companies in the state being small - employing nearly 211,000 South Dakotans. Small business remains the

greatest economic driver in this state, and the SBA stands tall and ready to assist entrepreneurs with all their business needs. The SBA works in two main ways: We connect entrepreneurs and small business owners to funding, training, business opportunities, counseling—services needed to start or expand a business, or recover from a disaster. Second, we are the voice for small business—we inform and shape policy and regulations that help small businesses be more successful.

Creating strategic partnerships with organizations like the Aberdeen Area Chamber of Commerce gives our agency the ability to help small communities access the assistance SBA provides to small firms. We work with our statewide network of lending partners to provide access to capital, and we have a vast network of resources to provide counseling to assist entrepreneurs. We also open new markets and connect small businesses with federal contracts – including international export contracts.

Last year, SBA approved 192 loans, worth more than \$79 million, to local

South Dakota small businesses. This helped to retain or create over 1900 jobs across the state, in both urban and rural communities. For more than 66 vears the SBA has narrowed the credit gap. Our finance programs provide capital to rural entrepreneurs who do not otherwise qualify for conventional bank loans. Our training partners assist new or established business owners gain the training and mentoring they require to become successful and profitable. These training partners include seven **Small Business**

Development



U.S. Small Business Administration

Centers across the state, SCORE mentoring available in person, online, or by phone; a Women's Business Center located at Black Hills State University in Spearfish, providing small business resources to women business owners across the state; and, a Veterans Business Outreach Center located in Grand Forks, ND, serving the military and veteran demographic in both North and South Dakota. Together, these small business partners make a huge impact in assisting existing and new entrepreneurs.

Another way we help entrepreneurs is by giving them access to federal contracts. Federal contracting is one of the most powerful tools we have to help small firms grow and create jobs. Over the last five years, the federal government has met and exceeded its goal of awarding 23 percent of its contracts to small businesses. In fact, in 2018 the federal government awarded more than 25 percent of contracts to small businesses, which represents over \$80 billion of eligible contracting dollars. When small businesses earn federal contracts, it's a 'winwin' for entrepreneurs and their local communities. The SBA has increased its collaboration with all federal agencies to broaden opportunities for small businesses to better compete and qualify for federal contracts.

As the new South Dakota district director, I have made it my mission to make the SBA more visible and viable across the state. I know that the key to a strong and lasting middle-class is opportunity for all. The SBA remains committed to helping all South Dakotans fulfill their dreams of entrepreneurship, and looks forward to a long and successful relationship with the Aberdeen Area Chamber of Commerce. For more information on SBA's programs and services visit us at www.sba.gov, or follow us on Twitter @SBA_southdakota.

(Jaime Wood is the SBA South Dakota District Director. She manages the agency's various finance, business counseling, and contracting programs in the state.)

12019 South Dakota Small Business Profile: https://cdn.advocacy.sba.gov/wp-content/uploads/2019/04/23142658/2019-Small-Business-Profiles-SD.pdf



What are the Distinguishing Factors of Aberdeen?



Mike Bockorny Chief Executive Officer, Aberdeen Development Corp.

Greetings
from the Aberdeen
Development
Corporation
(ADC)! Recently
I was blessed
to gain access
to some of the
premier domestic
and international
site selection
consultants. During
our conversations
I presented
information

about Aberdeen and simply asked the question, "How can we best position Aberdeen to continue our recruitment efforts of new businesses into our market?" Overwhelmingly all the consultants settled on two key attributes of our community; the first, we have two 4-year degree granting higher education institutions in our community and a regional technical institution. Second, Aberdeen is three hours away from any major urban area, which allows for businesses to thrive in our market that normally would not.

Let's talk a bit about the first

key attribute. Of course, the two 4-year degree granting higher education institutions are Northern State University and Presentation College. The site consultants I visited with were surprised to learn a rural community such as Aberdeen would have two higher education institutions. They were also amazed to learn we have a first-rate technical school, Lake Area Tech, only a little over an hour away. Together these three campuses produce over 1,200 graduates each year. They all agreed this is the key attribute we can sell to potential new businesses; thus, the ADC has created a new marketing effort around the tag line Aberdeen: Talent Ready Community.

The second attribute really speaks to the reality that Aberdeen is truly a regional center for northeast South Dakota. Most cities in the US are located with an hour drive or less to a major city. Aberdeen is not. Sioux Falls, Fargo and Bismarck are all approximately three hours away with other cities, such as Omaha, Minneapolis, Denver and Kansas City, a much further distance. This allows for an opportunity in the

Aberdeen market for businesses to be successful here that otherwise may struggle due to leakage. Of course, we are not naïve and are aware leakage does occur and the ADC will continue to work with partner organizations in our region to minimize leakage.

There are numerous other advantages Aberdeen can market when we are working to recruit new businesses and we will continue to do just that. We must remember economic development is a marathon, not a sprint. This is a process which requires patience and a long-term view. AGP first looked at Aberdeen in 2001 but did not end up coming to our community until 2015 and, of course, they are now open in 2019. Some businesses will come to Aberdeen much quicker than this; others may take even more time. As always, the ADC will continue our focus on the mission statement -"Recruit, retain and expand economic opportunity in Aberdeen and our surrounding region." For information or questions please contact our office at 605-229-5335 or check out our

Presentation Sisters Women on the Prairie Conference



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Gaye Hanson

as the featured presenter

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Is Obesity a Disability Under the ADA?



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

Health organizations around the world warn that obesity is reaching epidemic proportions worldwide, with approximately 40% of Americans now being considered obese. The American Medical Association and other world health

organizations actually recognize obesity as a disease. But, if obesity is a disease, does that mean obesity qualifies as a physical impairment under the Americans with Disabilities Act ("ADA"), thereby entitling a person to protections against disability discrimination?

According to four Federal Circuit Courts of Appeal that have addressed the issue, the answer is no.

This obesity question was most recently ruled upon by the Seventh Circuit in Richardson v. Chicago

Transit Authority. In that case, Mr. Richardson was a bus operator for the Chicago Transit Authority, who was required to undergo a fitness for duty test before returning to work following a bout of influenza. Although he was deemed physically fit to operate a bus, Richardson had to pass a "special assessment" driving test due to his weight of over 400 pounds. As a result of the test, Richardson was transferred to an assignment for medically unfit employees because he "exceeded the weight requirement to operate the bus." He was terminated two years later, after he refused to provide medical certification to extend his inactive status.

Mr. Richardson sued the CTA, alleging he was discriminated against in violation of the ADA based on his extreme obesity disability. The Seventh Circuit disagreed, finding that obesity did not, on its own, qualify as an impairment, and dismissed Plaintiff Mark Richardson's wrongful termination suit. However, the Court further cautioned that obesity may be a

physical impairment if it is the result of an underlying physiological disorder or condition. In so ruling, the Seventh Circuit joined the Second, Sixth, and Eighth Circuit

Courts of Appeals, recognizing that while the medical community has identified obesity as a disease, the ADA is not a public health statute. Additionally, a determination that obesity alone is an ADA impairment could have unavoidable, unrealistic consequences because up to 40% of the American population would immediately have an ADA impairment.

Despite these Court rulings, employers should still exercise caution when faced with a request for an accommodation from an obese employee. An obese employee may still have an ADA-covered disability. provided that there is an underlying physiological disorder or condition, such as hypothyroidism. Employers should also be mindful that obese employees often suffer from medical conditions caused by obesity that are ADA impairments, such as knee or joint problems, diabetes, or heart disease. In those instances, whether the employee is obese should not matter in determining whether the employee is entitled to the protections afforded by the ADA. Instead, it is important to engage in an interactive process with that employee, focusing on the duties of the position and whether the employee can safely perform those duties.

**This article is offered for informational purposely only, and should not be construed as legal advice. Anyone with questions about this topic is advised to speak with a lawyer.



www.aberdeenhealthandrehab.com



What makes your community "livable"? Whether you're 8 or 80, we all want our South Dakota communities to

Progress Report



Dusty Johnson Congressman (R-SD)

I was back in South Dakota for the August work period. While I don't believe Congress should adjourn with so many critical issues facing our country, I wanted to give you an update on my work so far, eight

months into my first term. I was sworn in when the government was partially shut down, so my term didn't exactly start off smoothly. The shutdown lasted far too long, but ultimately, I was proud to vote for a bill President Trump supported that reopened the government and secured some needed funding for border security.

Even though the government was shutdown, our team hit the ground running. South Dakota's congressional office was fully staffed in D.C. and in the state by January 3, and we didn't waste any time getting started. We worked hard to get a seat on the House Agriculture Committee and eventually, we got that seat. Much to my surprise, I was also named Ranking Member of the Agriculture Subcommittee on Nutrition and Oversight. As Ranking Member, I've participated in subcommittee hearings on food stamp work requirements and asset testing eligibility. Not long after that hearing on asset testing and the abuses that are taking place, USDA issued a rule to reform this process. That was a big win for increased accountability.

When spring flooding hit South Dakota, my team knew there would be repercussions on the ag industry. I visited farms, toured damage zones, and hosted roundtables with producers to get their feedback. After hearing from producers, I introduced the FEEDD Act, which allowed USDA to move up the November 1 harvest date for cover crops on prevent plant acres. My team and I worked with USDA for weeks and I was thrilled when Secretary Perdue adjusted the November 1 harvest date to September 1. This decision was a win for South Dakota, and for all farm states.

I ran for office to work for South Dakotans and I always have our state's best interest in mind – that's why my first trip as a Congressman was to the southern border. I saw the problems first-hand and agree with President Trump - our border is in crisis. Our efforts have already secured more than \$5 billion for the wall and \$4.5 billion to address other issues, like humanitarian assistance, at our southern border. The

president has asked for \$8 billion more starting October 1, and I support him. I voted against amnesty legislation and stood by the president when he asked Speaker Pelosi to include funding for the border in appropriations packages.

Many of the bills I've supported have passed the U.S. House of Representatives. Just this week, the House passed the Autism CARES Act, the Stopping Bad Robocalls Act, and

the Emergency **Medical Services** for Children Act. I am a cosponsor of each bill and hope to see them signed into law. Earlier in my term. I introduced the Tribal School Federal Insurance Parity Act. I was pleasantly surprised when Llearned L would have the opportunity to testify in favor of my legislation. I look forward to seeing this legislation move through committee and bring a muchneeded fix to tribal schools.

It has been an eventful and productive time in office so far, but there is



obviously more to be done. At our six-month mark, I had my team fill out a survey to see what I can improve on as an individual and what we can work on as a team. I'd love to hear that same feedback from you! If you have suggestions or think we can do better, please give us a call, message me on Facebook, or write in at dustyjohnson. house.gov. I am ready to get to work while I'm home in South Dakota and look forward to seeing many of you!



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Parks and Rec Provides Abundance of Activities

The Aberdeen Parks, Recreation and Forestry Department has been busy making plans for a wide variety of fall activities.

Here is a sampling of what's available for youth:

- At the Aberdeen Recreation and Cultural Center (ARCC) – storytime clay, creating comics, pumpkin painting and pottery pals. In addition, the ARCC Dance Program offers classes for all ages in ballet, tap, modern, jazz, acro and more
- Other venues around town. skating lessons, recreational skating, open gyms and top gym
- Community School of Music private instrument lessons for most band instruments, strngs program and voice lessons
- Visual Arts School an opportunity for development of artistic appreciation, artistic skill and knowledge for grades 1-12
- YAPAtorium youth center for ages 11-17
- Skate park at Melgaard Park

For adults:

- Adult volleyball and basketball leagues
- Open gyms and recreational skating
- Fitness/wellness classes such as women's morning exercise and walk for health
- At the ARCC Dance Program, pottery, glasswork, paint, paper & pen, fiber arts, dog obedience and social dance, including beginning line dance for seniors and country two step
- At the Aberdeen Area Senior Center (50 and over) – weekly activities like WII bowling, pool, Whist, line dance and pinochle and monthly activities such as Technology Club, Vet's Coffee Hour, Creative Fun and Card Making Made Easy

Major special events:

- Haunted Forest October 25 & 26
- Winterfest, A Winter Arts Festival November 23 and 24
- Holiday Celebration for Youth December 16

The fall/winter brochure was distributed in the Aberdeen American





News on Sunday, September 2 and is posted online at www.aberdeen.sd.us/parksandrec. Online registration is available.







Addressing Persuasive Tech on Internet Platforms



John Thune US Senator (R-SD)

The internet has come a long way from the days of dial-up in the early '90s. Anyone who connected to the internet back then can probably still hear the unique dial-up tone the computer would make as you waited to surf

the web. Since that time, the internet has evolved to become a place dominated by search and social media platforms. These changes have had some incredibly positive effects on society by providing consumers with entertainment options and educational and informational content, among many other benefits.

However, the powerful mechanisms behind these platforms that are meant to enhance engagement also have the ability – or at least the potential – to influence the thoughts and behaviors of literally billions of people, causing unease among many about the power of these platforms.

The algorithms and artificial

intelligence (AI) that are used by these internet platforms have rapidly become an important part of our lives, largely without us even realizing it. As online content continues to grow, large technology companies increasingly rely on AI-powered automation to select and display content that will optimize engagement.

For example, how often have you found yourself clicking on video after video, or scrolling through notifications on your smartphone only to emerge from the rabbit hole wondering how you ended up in a particular obscure corner of the internet? Whether you realized it or not, this happened because these internet platforms have deployed AI to figure out what you'll likely click on next in order to keep your attention. And it's not just you. Billions of people are being delivered content that is selected for them by AI making inferences about each person's data. Needless to say, we need to better understand this development.

In order to learn more about how internet platforms deploy AI to keep consumers engaged on their platforms, I convened a hearing before the Commerce Committee's Subcommittee on Communications, Technology, Innovation, and the Internet, which I chair. During the hearing, I questioned a panel of experts, including a representative from Google, about ways to provide far more transparency and explanation into the AI that is selecting the content billions of people see on these platforms. One witness, Dr. Stephen Wolfram, a highly respected scientist and thought-leader regarding Al, offered ideas about what actions internet platforms could take to resolve concerns by consumers about how content ultimately shows up in their newsfeeds or timelines.

I believe consumers should have the option to engage with internet platforms without being manipulated by algorithms powered by their own personal data – especially if those algorithms are opaque to the average user. And it is ultimately my hope that I can work with my colleagues in the Senate to find ways to ensure companies have the freedom to innovate, but in a way that keeps consumers' interests and well-being at the forefront of their progress.

Bag a Good Time in Aberdeen This Fall



Laura Ptacek Convention Sales & Marketing Coordinator, Aberdeen Area CVB

It'll be here before we know it...ROOSTER RUSH 2019! We've already spent weeks planning Aberdeen's biggest and best hunting season celebration yet!

But, that task doesn't just fall on our shoulders... we need your

help! We want as many people and businesses as possible to get involved and help us welcome our visiting hunters to town. It would be great if schools, daycares, and nursing homes could get involved too.

This year we will again have our "Best Seat on the Street" contest, where one lucky winner will be treated to a VIP experience at the NSU Gypsy Day Parade on October 12! Be sure to see us there, but also, we will be taking over a Aberdeen Wings hockey game in early November. Join us as we have all kinds of fun things planned! We may even ruffle a few feathers...!

And, you won't want to miss the event we have coming up on November 14 at the Aberdeen Civic Arena. The Third Annual Pheasant Sandwich Shootout will be held that night in conjunction with the Aberdeen Chamber's Business After Hours. Come cheer on the participants, and if you're interested in entering, contact our office for more information.

Local businesses will be participating by having staff members wear our newly designed commemorative Rooster Rush t-shirts





and hoodies, to show their support. We will be welcoming hunters at the airport and area hotels as well, as most have come to expect to have our smiling faces waiting for them when they arrive.

Keep watching the CVB's Facebook page for details, dates and times for all of our events, and if you have any ideas of what we or the community could be doing to make Rooster Rush even better, please let us know!

Gardening That Cultivates Lifelong Lessons!



Liesl Hovel Lutheran Social Services and Member of the Health & Wellness Committee

New Beginnings
Center's hope and
mission is to grow
health and healing
in the lives of those
that reside within
its walls. During the
gardening months
of summer this
includes getting
down-and-dirty
working the soil in
the fenced in garden
plot located a short

distance out the back door.

As an Aberdeen youth residential treatment program for South Dakota youth from the ages of ten to seventeen, it operates under Lutheran Social Services of South Dakota. A majority of the youth served come from abused or neglected living conditions, and at times have experienced hunger firsthand by undernourishment or malnutrition. The gardening experience teaches the youth numerous life skills and life lessons. The primary goal with gardening is to expand each youth's exposure to homegrown fruits and vegetables with

the desire of increasing a willingness to eat more healthy food choices in their lifelong daily diets.

The gardening experience involves volunteers from the local Master Gardeners

program. For one hour each week, the master gardeners teach the youth from start to finish the step-by-step basics of gardening. The youth learn the importance of annual plant placement and needed rotation to benefit the neighboring plants. They learn the do's and don't of and the proper methods of planting, weeding, cultivation and harvesting. As time allows the youth also learn how to care for the onsite perennial plants, vegetation, shrubs, and trees. Gardening is included in the youths' daily Health and Wellness Group to reinforce the importance of healthy



eating habits.

As the harvesting season is upon us the youth are seeing, eating and sharing the fruits of their labors. This includes the cook preparing the produce in their daily meals and snacks. The youth see and taste firsthand the blessings of fresh garden produce compared to store-bought produce. The gardening experience also includes the additional bonus of giving back to the community by sharing the homegrown abundance with the local families and individuals. The hands-on experiences will not be easily forgotten by the youth.

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Presentation College Hosts First PC Pathfinder Camp



Emily Halfpop, MS
Biology Program
Director, Presentation College

"I didn't realize how interconnected the health careers are," said Maddy Schuelke, incoming senior of Groton High School and attendee of the inaugural PC Pathfinder Camp at Presentation College. Maddy is not alone. Many students her age

feel a draw to working in the medical field, but do not know the depth and breadth of their career options or the responsibilities of those roles until they are well into their degree or experiencing them first-hand, as a patient.

Leaders and faculty members of the Health and Natural Science and Nursing Divisions aimed to make these roles transparent for high school students by designing the PC Pathfinder Camp. Sophomores, juniors, and seniors aspiring to become healthcare professionals were invited

to apply for the 3-day event, held June 17th-19th. Attendees toured educational facilities at the college and clinical sites at the Avera St. Luke's Hospital, speaking with individuals about their job experiences and observing the

intricate design of on-the-ground healthcare practices. Students then rotated through six, 2-hour sessions in the academic areas of healthcare professions offered at Presentation College, learning the basics of essential skills in each field. These skills were then put to the test as campers became the healthcare professionals through an interdisciplinary simulation of a dislocated ankle injury, in which PC collaborated with

Aberdeen Fire and Rescue.

PC's Associate Dean of Health and Natural





Science, Trisha Waldman, said "We were excited to be able to create this opportunity for high school students to gain insight into the vast career opportunities healthcare provides. The faculty enjoyed watching their excitement as they were able to participate in activities such as starting an IV, riding in an ambulance, or bracing an ankle. Working directly with faculty, students got a glimpse of the college life as they earned credit for their experience."

National Disabilities Employment Awareness Month (NDEAM) 2019: "The Right Talent, Right Now"



Jason DeShaw is a national award-winning mental health speaker and country singer from Montana. In 2010, doctors diagnosed him with bipolar disorder and alcoholism. As he began to recover, Jason became an advocate for mental health by combining his story and songs into a presentation entitled *Serenity in the Storm*. He is the recipient of the 2014 Champions Award from the National Alliance on Mental Illness (NAMI). Please join us as Jason shares his journey of recovery and learning to live with mental illness and alcoholism.

ABERDEEN: October 8, 2019, 6:30 p.m. Krikac Auditorium, Northern State University Campus

Event is free. Seating is limited to the first 300 people.

www.jasondeshaw.com

Local healthcare agencies will be available to discuss community mental health resources.

Facilities are accessible to people with mobility impairments. If additional accommodations are needed please contact Laura Stoltenburg at (605) 626-2398. 10 days notice is requested to assure service availability.

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WELLNESS SYMPOSIUM: METHAMPHETAMINE EPIDEMIC



Hear from local experts about the meth epidemic in our area and the consequences for our community. Learn what it is, what's happening in Aberdeen, effects on the brain & mental health and a personal journey.

Free and open to the public!

Tuesday, October 15, 2019 6-8 pm • Johnson Fine Arts Center

Watch Monday Chamber Announcements and the Chamber's Facebook page for more details about this event.

Hosted by the Chamber's Health & Wellness Committee and



Big Idea Competition Offers New Awards for 2019



Kelly Weaver Regional Director, Small Business Development Center

Youth!
Entrepreneurship!
Cash!
Scholarships!
These are the
key ingredients
in the 2019 BIG
Idea Competition
launching on
September 1. High
school students
across South
Dakota are invited
to compete in this

business idea competition where over \$25,000 in cash and scholarships are awarded.

Students will be able to submit their business idea applications online from September 1 until October 31, 2019. The online application as well as various resources and examples can be accessed at the BIG Idea website: www.BIGIdeaSD.com. For the optional marketing design competition, students can create an ad to support their business idea. This year there will be three special category awards including: Wellness, Food Animal Agriculture and Agriculture Innovation (new).

Coordinator Kelly Weaver of the Small Business Development Center said, "Understanding the basics of business is important to students, regardless of their career path. The BIG Idea Competition is a great way for students to learn about those business basics. For those students interested in pursuing a business, we can connect them with resources and mentors to help further their entrepreneurial growth and business

success. We are also excited to be offering even more prizes this year."

Applications submitted by the October 31, 2019 deadline will be reviewed and ranked by judges across the state. The eight (8) top scoring entries will be invited to the final competition and will make a presentation for the final judging component. The top three applications will receive cash awards of \$1,000. \$500 and \$250, respectively. Remaining finalists will receive \$100 each. College scholarships to Northern State University, Presentation College and SD School of Mines & Technology will be awarded as well. One winner will be chosen from among all the marketing design entries as well as each of the three special categories. Prizes for these four awards are a \$500 cash prize and a \$500 scholarship to Northern State University.



The final competition and awards event will be held on Wednesday, December 11 at Northern State University in Aberdeen. Students will participate in various activities surrounding entrepreneurship.

Prior to the awards presentation, all finalists will give an elevator pitch of their business idea and hear a keynote presentation from Phil Zuckerman of Applewood Books in Massachusetts.

Since inception in 2007, the BIG Idea Competition has involved over 3,300 students from 94 schools. The competition is open to all high school students in the state. Past winners, sponsors, and competition guidelines can be found at www.bigideasd.com. Questions regarding BIG Idea can be directed to Kelly Weaver of the Small Business Development Center at (605) 626-2565 or kelly@growsd.org.

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.

welcome new members



Heiser's Jewelry

Jeffrey Heiser 3315 6th Ave SE, Ste# 53, Aberdeen heisersjewelry@hotmail.com Heiser's Jewelry is a family-owned, hometown store that prides itself in quality jewelry and service. They just celebrated their 45th anniversary of helping make memories for their customers!



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Nick Castro Aberdeen mindset2lead@gmail.com Everything begins and ends with your mindset. Business & leadership training, coaching (personal & professional) & public speaking



Oz Motorz

Jason Osborn, Aberdeen jason@ozmotorz.com

Oz Motors sells e-bikes and e-bike conversions, with on-site delivery and service. They make biking accessible to people of all fitness levels in Aberdeen, SD and the surrounding communities!



Brent Hanson 725-1000

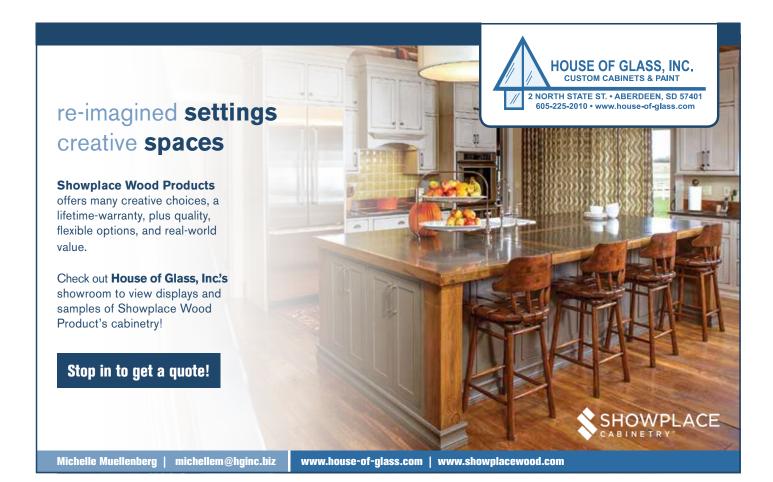
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