

Tea Economic Development Corporation
January 19, 2016
Minutes

Members Present:

Drew Hento	Joe Weis
Chad Ulvestad	Troy Johnson
Wayne Larsen	Jon Powell
Jenn Lowery	Jeremy Keizer

Members Absent:

Director Jenni White was also present.

The meeting was called to order at 11:36 am.

Motion by Larsen, seconded by Ulvestad to approve the January 19, 2016 agenda. All members vote aye.

At this time the election of officers took place. Motion by Weis, seconded by Powell to approve Ulvestad as President. All members voted aye. Motion by Ulvestad, seconded by Larsen to approve Weis as Vice President. All members voted aye. Motion by Larsen, seconded by Weis to approve Keizer as Secretary/Treasurer. All members voted aye. At this time, member Lowery arrived.

Motion by Weis, seconded by Larsen to approve the consent agenda. All members vote aye.

Jenni gave an activity update. Various land options were sent to the representative for Dollar General. The SD Pork Producers are in the very early stages of looking into potential buildings to relocate. More information is needed from them to match them to properties within Tea. An existing Tea business inquired about available buildings to lease.

A proof of TEDC's ad for the Sioux Falls Chamber map was reviewed. Motion by Larsen, seconded by Weis to approve the ad as presented. All members voted aye.

The board continued their discussion regarding the strategic planning process. A SWOT (strengths, weaknesses, opportunities, threats) analysis was collaborated.

Several reports were given regarding site visits.

- Lowery reported on her visit with Laurie Karlson from Laurie Belle's Boutique. Her comments consisted of: loves it in Tea, location is convenient for all of her customers, overhead costs are lower than Sioux Falls, online sales are 25-50% of the business, thinks Tea needs more food options, would like to collaborate with other businesses for customers to make other stops in Tea and not just at her store, appreciates the help/advertising TEDC gives with being a new business and releasing the welcome packets, social media is a large part of her advertising, wants to expand into more square footage, thinks a children's boutique or higher end second hand children's store would do well in Tea, the atmosphere of women shoppers in Tea is big, if TEDC did a mass advertising campaign she would be interested in joining us.

- Lowery also reported on her visit with Roberta Hindberg from Morgan Lane Village. Her comments consisted of: they have interest with advertising on the digital sign, they need signage due to their location, they could strongly benefit from a city/regional transportation system for their clients, their clients like to get out for something to do, they are full with a 12% waiting list, have many Medicare clients and would like to see more full pay clients, they like the welcome packets, struggle with finding employees to work/ have wage issues, ideally want room to expand, their board is volunteers which can

be difficult to work with, inquired about incorporating their health insurance with the City insurance, new regulations make their job difficult, will be facing many more building upkeeps soon due to the age of the building, does not like the atmosphere of storage units being the gateway into Tea.

- Ulvestad reported on his visit with Steve Carnes from Steve's Auto. His comments consisted of concerns with the past road project and other issues regarding the City.

- Ulvestad also met with Derek DeGeest with DeGeest Manufacturing. His comments consisted of: they want City utility services, would like updates from the City regarding their growth, wish they had more information about financing options when they expanded, would like more information/updates regarding available programs thru GOED and training assistance/grants.

No other business was discussed.

Our next meeting will be Tuesday, February 16 at 11:30 am at Tea City Hall.

Motion by Weis, seconded by Powell to adjourn the meeting at 1:10 pm. All members voted aye.

Tea Economic Development Corporation
February 16, 2016
Minutes

Members Present:

Drew Hento	Joe Weis
Chad Ulvestad	Troy Johnson
Wayne Larsen	Jon Powell
Jenn Lowery	Jeremy Keizer

Members Absent:

Director Jenni White was also present.

The meeting was called to order at 11:35 am.

Motion by Weis, seconded by Larsen to approve the February 16, 2016 agenda. All members vote aye.

Motion by Larsen, seconded by Weis to approve the consent agenda. All members vote aye.

Jenni gave an activity update. We have been in contact with the site selector for Dollar General. Additional land options were sent that may have not been looked at the first time around. The response the site selector received from Dollar General is that Tea's income levels are too high. Dollar General currently has a couple stores in South Dakota with similar demographics as Tea that are under succeeding. TEDC is joining forces with the Tea Lions Club to host a business, vendor, and health fair on Saturday, April 23 from 9 am to 3 pm at the Tea Area Intermediate School. Jenni will organize the vendors and advertise the event to the businesses and the public. Lions Club will handle the pancake fee and concessions for the day. The SD Pork Producers are looking to relocate to a different office. Jenni is waiting to hear back from them of the square footage they currently have to match with a property in Tea.

The City of Tea has gifted a portion of park land to TEDC. Motion by Lowery, seconded by Keizer to sell the gifted park land, Lot 2 of the Tea Athletic Park Addition, equaling .21 acres to Schoenhard's Custom Cabinetry in the amount of \$21,039.48. All members voted aye.

The board continued their discussion regarding the strategic planning process. The SWOT Analysis data completed last meeting was divided into 4 main goals: 1. Attract new residents, 2. Buy Local Campaign, 3. Buy land/build, 4. Recruit new businesses/market existing space. A lengthy discussion took place. The top goals will be broken down at our next meeting.

Site Visit Report:

- Lowery reported on her visit with Jim Wasko from Jimmy's Coffee House. Jim feels the Tea community has been very supportive and friendly. TEDC has been there when he had questions or needed help. His goal is to continue to increase his customer count.
- Weis spoke with Otto Hagedorn with Lakota Event Hall. Otto was pleased with their activity at the hall.
- Ulvestad reported on his visit with Tom at the Tea Vet Clinic. They are very happy with their business. About a third of their customers are from Tea, another third from Sioux Falls with the last third from various locations. Tom noted that the loss of Carsforsale.com relocating to Sioux Falls did affect their business. They had several customers that lived elsewhere, worked at Carsforsale.com and brought their pets to the Tea Vet Clinic.

No other business was discussed.

Our next meeting will be Tuesday, March 15 at 11:30 am at Tea City Hall. The planning of TEDC's Spring Social will be looked into.

Motion by Weis, seconded by Larsen to adjourn the meeting at 12:46 pm. All members voted aye.

Tea Economic Development Corporation
March 15, 2016
Minutes

Members Present:

Drew Hento Joe Weis
Chad Ulvestad Troy Johnson
Jeremy Keizer

Members Absent:

Wayne Larsen
Jenn Lowery
Jon Powell

Director Jenni White was also present.

The meeting was called to order at 11:34 am.

Motion by Weis, seconded by Keizer to approve the March 15, 2016 agenda. All members vote aye.

Motion by Weis, seconded by Keizer to approve the consent agenda. All members vote aye.

Jenni gave an activity update. The SD Pork Producers, currently located in Sioux Falls are looking for different spaces to lease. They are currently housed in 1670 sq ft, have 150 sq ft of storage and have access to a shared conference room. Need 4 private office spaces and would like a basic kitchenette area if possible. The separate conference room is not mandatory. There are several spaces in Tea that meet their requirements. Space options will be given to Glenn with the SD Pork Producers. TEDC's vendor fair is set for April 23. Jenni has been in contact with the Tea Lions Club who is holding their pancake feed and lunch concessions at the event. Faith Arms is interested in holding a ribbon cutting but not until this summer.

The board continued their discussion regarding the strategic planning process. The board reviewed several goals and feels that the goal of recruiting new businesses and market existing space should take priority. The next step is to break down this goal into ways of achieving it. Some of these steps include:

- Partner with developers to add office space
- Target specific business or industry
- Market existing space
- Locate land to be Certified Ready thru GOED
- Bus Tour
- Advertise to Sioux Falls people that come to Tea for various reasons

To take it another step further, we would like to break down these steps to include more details and timelines. Also, prioritize the list since it may not be practical to implement them all at the same time. More details will be discussed at our next meeting.

Site Visit Report:

Joe met with Jerry from J & M Transmission. He stated business was good.

Motion by Weis, seconded by Johnson to adjourn the meeting at 12:43 pm. All members voted aye.

Tea Economic Development Corporation
April 19, 2016
Minutes

Members Present:

Jenn Lowery	Joe Weis
Chad Ulvestad	Troy Johnson
Jeremy Keizer	Wayne Larsen

Members Absent:

Drew Hento
Jon Powell

Director Jenni White was also present.

The meeting was called to order at 11:45 am.

Motion by Weis, seconded by Larsen to approve the April 19, 2016 agenda. All members vote aye.

Motion by Weis, seconded by Lowery to approve the consent agenda. All members vote aye.

Jenni gave an activity update. Available rentals were submitted to SD Pork Producers. Their board decided at this time, it is in their best interest to look at locations in Sioux Falls. TEDC will be hosting a vendor fair on April 23 with the Lions Club. Roughly 35 vendors are signed up. Jenni attended the Governor's Office of Economic Development Conference. 2015 TEDC taxes have been completed and submitted. Jimmy's Coffee House has sold. The new manager is Trinity Hallem, they open April 18.

TEDC is hosting a vendor fair on April 23. Motion by Lowery, seconded by Larsen for TEDC to donate 2, \$25 Tea Buck Gift Certificates for door prizes. All members voted aye.

Jimmy's Coffee House would like to schedule a ribbon cutting asap. Available dates for next week will be looked at.

The board continued their discussion regarding the strategic planning process. The focus was recruiting new businesses and what market we should target. It was the consensus that Tea lacks food options and that should be our immediate priority. Various food options were discussed.

Site Visits – None to Report.

Motion by Larsen, seconded by Weis to adjourn the meeting at 12:50 pm. All members voted aye.

Tea Economic Development Corporation
May 17, 2016
Minutes

Members Present:

Jenn Lowery Joe Weis
Chad Ulvestad Troy Johnson
Wayne Larsen

Members Absent:

Drew Hento
Jon Powell
Jeremy Keizer

Director Jenni White was also present.

The meeting was called to order at 11:35 am.

Motion by Weis, seconded by Larsen to approve the May 17, 2016 agenda. All members vote aye.

Clara Hart, District 6 Democrat Candidate did not attend the meeting.

Motion by Larsen, seconded by Weis to approve the consent agenda. All members vote aye.

Jenni gave an activity update. Spring Social will be held on May 19 at the Tea GrandStay Hotel. LCEDA will be hosting a community gathering in Tea on June 2. TEDC Board members are encouraged to attend. The Vendor Fair TEDC hosted on April 23 was a success. We had 38 registered vendors. Squealers Smoke Shack is locating in the Service First FCU building on the north end. Opening date TBD. Serendipity Massage has purchased Mel's Barn on Heritage Parkway. Opening date is June 13.

TEDC hosted a vendor fair on April 23 from 9 am to 3 pm. 38 vendors were present. Traffic was good in the morning however really slowed down in the afternoon. Next year, we would look at ending the event about 1 pm and only have the Lions Club serve pancakes. After all expenses were paid, we have a profit of \$150.00. The Tea Area School District donated their facilities. We would like to make a donation back to the school for the use of the facilities. Motion by Weis, seconded by Johnson to make a donation to the Tea Area School district in the amount of \$150 for the use of the Tea Area Intermediate school. All members voted aye.

The Certified Ready Site Application process and information was discussed. Currently we have the Carl Soukup Addition classified as Certified Ready thru the Governor's Office of Economic Development. To update its certification, soil borings would need to be completed. With the ample amount of activity that the development has received and many of the industrial lots already being sold, the lots that are available are commercial based. With this, the board feels the money and time to recertify the property would not be worth it considering the commercial lots available are smaller in size. The businesses the State would more than likely target would need more land than what is currently available within this development. Other properties were discussed. One criteria for the application is the land must be for sale. Wayne will touch base with Haugo to check if he is willing to sell property. Previously we were told he wants to keep the property, will only lease. Our next options are to branch out to land owners outside of City Limits to start having conversations with them so when they are within our city limits, we can hopefully go thru the process quicker.

Planning action items were discussed. A list of specific businesses was created last meeting. A business was assigned to each board member to research. Information should be brought to the next meeting.

Drew – Wendy's	Jenni – Shopko Hometown	Troy – TGI Friday's
Jeremy – Chinese Buffet in Brandon, Attic	Wayne – Taco Bell, Qdoba	Jon – Kravin
Jenn Lowery – Lewis and/or Walgreens	Chad - Pourhouse	Joe – Sage Grill

Site Visits – None to Report.

Other Business. Sunshine Food and Koele Chiropractic Customer Appreciation night is May 18 starting at 5 pm. Jimmy's Coffee House Ribbon Cutting will be held on May 25 at 4 pm. Squealer's Smoke Shack Ribbon Cutting was scheduled for June 10 but as been delayed, TBD. Schoenhard's Custom Cabinetry and Weisser Distributing are both looking to expand.

Motion by Larsen, seconded by Weis to adjourn the meeting at 12:46 pm. All members voted aye.

Tea Economic Development Corporation

June 28, 2016

Minutes

Members Present:

Drew Hento

Chad Ulvestad

Wayne Larsen

Joe Weis

Jon Powell

Members Absent:

Jenn Lowery

Troy Johnson

Jeremy Keizer

Director Jenni White was also present. The meeting was called to order at 11:42 am.

Motion by Larsen, seconded by Hento to approve the June 28, 2016 agenda. All members vote aye.

Motion by Larsen, seconded by Weis to approve the consent agenda. All members vote aye.

Jenni gave an activity update. The LCEDA Community Gathering was held in Tea on June 2. Tea was very well represented by City Officials, TEDC Board Members, Tea School staff, business owners and residents. The design of the meeting and input was all very interesting and educational. Teapot Days went well. Friday night's rain hindered the carnival, car show and Steak House Street Dance. Weisser Distributing is looking to expand by tearing down an existing building and constructing a new building. They are working with Kevin and Jenni to review their options. Schoenhard's Custom Cabinetry is expanding by tearing down a portion of an older building and constructing a larger building. Construction is currently taking place. Serendipity Massage has purchased Mel's barn on Heritage Parkway and has opened as of June 13. They are now offering massages but will also be offering facials, waxings, body wraps, mani and pedi's, etc. in July/August. Squealer's open house/ribbon cutting has been postponed, more than likely will take place in late July. Another new business is Inflatable Adventures, currently housed out of the Wick Buildings/Custom Structures office in Riverview Mall. They are looking to hold an event with all of their inflatables at the Athletic Complex in August or September.

Planning action items were discussed. Board members gave an update regarding the information they acquired from their assigned business.

- Arby's & Wendy's have similar requirements. They look at populations of 50,000, close to interstate, next to a major employer or event driven.
- Bruce at Get N Go mentioned construction/updating being done on their current location along with upgrades to their car wash. This could be a good time to talk with them regarding a Taco John's or other fast food option within their store.
- Qdoba works with a franchise headhunter looking for people who want to invest.
- Pourhouse: The owners dad owns many Arby's throughout the state.
- Kravin: Owner is Mark Fonder who also owns the Barrel House, 212 Boiling Point, Krazy Concessions and D&D.
- Shopko Hometown locates in areas of a population of 10,000 or less with buildings between 15,000 sq ft and 35,000 sq ft. One is being located in Dell Rapids, more information will be obtained regarding their incentives offered.

2017 Budget Ideas. The 2016 budget was included. We need to start thinking about projects for 2017 that we need to budget for. Budget will be presented to Council in August. Updates regarding our 2015 and 2016 budget will be compiled.

Other Business. Joe gave an update regarding a possible liquor store moving into the 1st St. strip mall. The next TEDC meeting is scheduled for July 19. Jenni will be absent due to being on maternity leave. Chad will be in charge of arranging the meeting details.

Motion by Larsen, seconded by Weis to adjourn the meeting at 12:49 pm. All members voted aye.

Tea Economic Development Corporation
July 19, 2016
Minutes

Members Present:

Drew Hento Joe Weis
Chad Ulvestad Jon Powell
Wayne Larsen

Members Absent:

Jenn Lowery
Troy Johnson
Jeremy Keizer

Director Jenni White was absent. The meeting was called to order at 11:36 am.

Motion by Weis, second by Powell to approve the July 19 agenda. All members voted aye.

Motion by Larsen, second by Weis to approve the consent agenda. All members voted aye.

Discussion about sponsoring LCEDA/MCEDA Golf tournament. Board felt we might get better exposure by doing a Food Sponsorship. Motion by Weis, second by Powell to approve the \$200 Food Sponsorship for the LCEDA/MCEDA Golf Tournament. All members voted aye.

Discussion took place regarding Serendipity Massage Ribbon Cutting to be held Saturday, August 6 at 10:00 am. Weis can attend, all other members that were present cannot. Uncertain about Lowery, Johnson or Keizer.

Discussion about Planning Action items. The Get N Go car wash renovation is apparently underway, so the opportunity to include a food expansion proposal is gone. Larsen believes his contact for Qdoba is a headhunter looking for someone to buy/build, so he thinks that is a dead end. The group discussed the need to compile more information to be able to present to potential interested parties, including a total employee count for the area, beyond just TEDC members. The discussion evolved into needing some kind of survey that could acquire employee counts, business contact info, possibly a graphical representation (map) of all the businesses in the area. The question was asked if SECOG could help with this, or soliciting a University that may need a research/marketing project. Also discussed was what the fate of All Occasions is? Powell reported that while meeting with Bender Commercial in a search for available land for his business, the Realtor commented that he felt sales on land in this area were being held up by the uncertainty of Hwy 106.

Discussion for 2017 Budget. All were in agreement to include \$25,000 for Incentives again. There was discussion about getting the newspaper flyer insert for Buy Local going again, so that money should stay. The \$1000 for Realtor Bus Tour could be changed to be used for the survey mentioned above.

Other Business discussion centered around Weisser Distributing's request for an easement to build a portion of their building further south, encroaching slightly on the park/bike path area. Weis reported that City Administration is not in favor of allowing the expansion at this time. Questions were raised as to what Weisser's next intentions may be, and the answer to that was unknown. Discussion was had about not stifling growth, but also not setting a precedent by allowing it. Ulvestad's recommendation to Weis was to try to find out what Weisser's next step would be, but not to stifle business growth at the expense of saving the remote edge of the Park. The group agreed.

Motion by Larsen, second by Weiss to adjourn at 12:45 pm. All members voted aye.