BOARD OF ECONOMIC DEVELOPMENT GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD TUESDAY, MARCH 12, 2019, 9:30 A.M., CT

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BOARD OF ECONOMIC DEVELOPMENT GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD

Board Members: TUESDAY, MARCH 12, 2019, 9:30 A.M. CT Please note times: Jeff Erickson **Motion Sheet** Call To Order: _____ (STAFF RECOMMENDATIONS) Dale Clement <u>Agen</u>da Executive Session Matt Judson Motion to approve the agenda as presented. Regular Session Sharon Motion made by _____ and seconded by _____ Casey Adjournment Mike Luken **Minutes** Motion to approve the minutes of the meetings held February 12, 2019, February 20, 2019 Ted Hustead and March 4, 2019, as presented Don Motion made by_____ and seconded by _____. Kettering Pat **Conflicts of Interest Disclosures** Prostrollo **Tom Jones Public Comments** Norbert **Commissioners Comments** Sebade Reed Kessler Executive Session Motion to enter into executive session to discuss contract matters and commercial and Non-Voting financial information relating to loan and other assistance to applicants. Lee Qualm Motion made by _____ and seconded by _____. Justin Cronin Chairman: Declare board out of executive session. [a.m.]. Chairman: The BED entered into executive session to discuss contract matters and commercial and Erin Healy financial information relating to loan and other assistance to applicants. No action was taken. Craig Kennedy Motion to approve the chairman's report from executive session. Motion made by_____ and seconded by _____.

Loan Review Summary

Agile Manufacturing of SD, Inc. and Bel Brands USA, Inc.

Motion to approve the loan reviews and recommendations as presented.

Motion made by and seconded by .

Economic Development Partnership Program (Onida Area Development Corporation,
First District Association of Local Governments, Brookings Economic Development
Corporation, Glacial Lakes Area Development, Herreid Economic Development
Corporation, Beadle and Spink Enterprises Community, Brookings Economic
<u>Development Corporation, Centerville Development Corporation and Yankton Area</u>
Progressive Growth) Local Infrastructure Improvement Program (City of Huron and
City of North Sioux City) and Reinvestment Payment Program (Northern States
Power Company)
Motion to approve the grant reviews as recommended by staff and Grant Committee.
Motion made by and seconded by
Old Business
WM3D SD Properties, LLC
Motion to approve allowing staff and Chairman to work with legal counsel.
Motion made by and seconded by
New Business
Economic Development Partnership Program
Rural Electric Economic Development, Inc.
Motion to approve as recommended by staff and Grant Committee.
Rural Electric Economic Development, Inc. Approve an Economic Development Partnership grant award to Rural Electric Economic Development, Inc. in the amount of \$7,000.00, to be granted in accordance with the board's Economic Development Partnership Award Policy for Training Only.
Motion made by and seconded by
Local Infrastructure Improvement Program Sioux Falls Development Foundation Motion to approve as recommended by staff and Grant Committee.
Sioux Falls Development Foundation
Approve a Local Infrastructure Improvement grant award to Sioux Falls
Development Foundation in the amount of \$65,612, to be granted in accordance
with the board's Local Infrastructure Improvement Award Policy.
Motion made by and seconded by
<u>Adjourn</u>
Motion made by and seconded by

Grant Reviews



BOARD OF ECONOMIC DEVELOPMENT GOED CONFERENCE ROOM, 711 E WELLS AVE, SD TUESDAY, MARCH 12, 2019, 9:30 A.M. CT

REGULAR SESSION AGENDA

9:30 A.M. Call to Order, Chairman Jeff Erickson

9:35 A.M. Agenda

RECOMMENDED ACTION: Motion to approve the agenda as

provided or amended.

Minutes

RECOMMENDED ACTION: Motion to approve the minutes of February

12, 2019, February 20, 2019 and March 4, 2019, as presented.

Conflicts of Interest Disclosures

Public Comments

Monthly Financials

RECOMMENDED ACTION: No action taken.

9:45 A.M. Commissioner's Comments

9:50 A.M. **Executive Session**

RECOMMENDED ACTION: Motion to enter into executive session to discuss contract matters and commercial and financial information

relating to loan and other assistance applicants.

10:30 A.M. Report from Executive Session

RECOMMENDED ACTION: Approve Chairman's report from Executive

Session.

Other Motions

Loan Review Summary

Grant Reviews

WM3D SD Properties, LC

Economic Development Partnership Program

Rural Electric Economic Development, Inc.

Local Infrastructure Improvement Program

Sioux Falls Development Foundation

Notice is further given to persons with disabilities that this meeting is being held in a physically accessible place. Please notify the above mentioned office within 48 hours of the public hearing if you have special needs for which this agency will make the necessary arrangements.

Participation in the meeting can be at GOED at 711 E Wells Ave, Pierre, South Dakota, or the GOED office at the Zeal Center for Entrepreneurship at 2329 N. Career Avenue, Sioux Falls, South Dakota.

B

BOARD OF ECONOMIC DEVELOPMENT GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD TUESDAY, FEBRUARY 12, 2019, 9:30 A.M. CT

Members Present

Chairman Jeff Erickson, Dale Clement, Matt Judson, Sharon Casey, Mike Luken, Ted Hustead, Don Kettering, Pat Prostrollo, Tom Jones, Norbert Sebade, Pat Costello and Justin Cronin

Staff Present

Commissioner Steve Westra, Cassie Stoeser, Ashley Moore, LaJena Gruis, Cassidy Kulesa, Dale Knapp, Natalie Likness and Joe Fiala

Other Staff Present

Andrew Coppersmith, Mike Bietz and Laura Hansen - BankWest, Inc.

Call to Order

Chairman Erickson called the meeting to order at 9:32 a.m.

Agenda

A motion was made by Ted Hustead and seconded by Don Kettering to approve the agenda as presented.

Motion passed by a roll call vote.

<u>Minutes</u>

A motion was made by Dale Clement and seconded by Pat Prostrollo to approve the minutes of the meetings held December 11, 2018 and February 4, 2019, as presented. Motion passed by a roll call vote.

Conflicts Disclosure

Chairman Erickson opened the floor for board members to identify potential conflicts under SDCL Chapter 3-23. There were none from board members and no objection to proceeding with the agenda.

Public Comments - none

Executive Session

A motion was made by Sharon Casey and seconded by Pat Prostrollo to enter into executive session at 9:41 a.m. to discuss contract matters and commercial and financial information relating to loan and other assistance to applicants.

Motion passed by a roll call vote.

Executive Session Report

The Chairman declared the board out of executive session at 10:04 a.m. The Chairman reported that the Board of Economic Development entered into Executive Session to discuss contract matters and commercial and financial information relating to loan and other assistance to applicants. No action was taken.

A motion was made by Matt Judson and seconded by Ted Hustead to approve the Chairman's report from executive session.

Motion passed by a roll call vote.

Reports

South Dakota Division of Banking - Report from Examination

A motion was made by Don Kettering and seconded by Sharon Casey to accept the exam as presented.

Motion passed by a roll call vote

Old Business

Brown County, City of Mitchell and Sully County

A motion was made by Pat Prostrollo and seconded by Sharon Casey to approve extending the grant agreement date to June 30, 2019.

Motion passed by a roll call vote.

Otter Tail Power Company

A motion was made by Tom Jones and seconded by Dale Clement to approve extending the construction commencement date to May 2019.

Motion passed by a roll call vote.

Ringneck Energy & Feed, LLC

A motion was made by Ted Hustead and seconded by Pat Prostrollo to approve an extension of the Grant Agreement to May 31, 2019.

Motion passed by a roll call vote.

New Business

R&R Holdings, LLC

A motion was made by Mike Luken and seconded by Don Kettering to approve the waiver for a loan over \$1,000,000 and a loan request from R&R Holdings, LLC in the amount of \$1,278,000. Secured by a shared first position on the real estate, cross collateralized with the current mortgage, an assignment of lease and rents and the personal guaranty of principals with 10% or more ownership.

The loan is approved according to the terms and conditions of the commitment letter; all documents may be executed on behalf of the Board by the Commissioner of the Governor's Office of Economic Development or the Commissioner's designee.

Motion passed by a roll call vote.

Adjourn

A motion was made by Dale Clement and seconded by Pat Prostrollo to adjourn the meeting at 10:09 a.m.

Motion passed by a roll call vote.

Dale Clement, Secretary or Matt Judson, Treasurer

GRANT COMMITTEE GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD WEDNESDAY, FEBRUARY 20, 2019, 10:00 A.M. CT

Members Present

Chairman Don Kettering, Ted Hustead and Sharon Casey

Staff Present

Commissioner Steve Westra, Cassie Stoeser, Ashley Moore, LaJena Gruis and Joe Fiala

Call to Order

Chairman Kettering called the meeting to order at 10:03 a.m.

Agenda

A motion was made by Sharon Casey and seconded by Ted Hustead to approve the agenda as presented.

Motion passed by a roll call vote.

Conflicts Disclosure – Chairman Kettering opened the floor for committee members to identify potential conflicts under SDCL Chapter 3-23. There were none from committee members and no objection to proceeding with the agenda.

Public Comments - none

Executive Session

A motion was made by Ted Hustead and seconded by Sharon Casey to enter into executive session at 10:05 a.m. to discuss contract matters and commercial and financial information relating to loan and other assistance to applicants. Motion passed by a roll call vote.

Executive Session Report

The Chairman declared the Grant Committee out of executive session at 10:31 a.m. The Chairman reported that the Board of Economic Development Grant Committee entered into Executive Session to discuss commercial and financial information relating to loan and other assistance to applicants. No action taken.

A motion was made by Sharon Casey and seconded by Ted Hustead to approve the chairman's report from executive session.

Motion passed by a roll call vote.

Grant Reviews

Economic Development Partnership Program (City of Kimball, De Smet Development Corporation, Faulkton Area Economic Development Corporation, Wagner Area Growth, Inc. and Viborg Economic Development Corporation) Local Infrastructure Improvement Program (City of Beresford, City of Mitchell and Lincoln County), Reinvestment Payment Program (Ag Processing, Inc., POET Biorefining, LLC, Ring-Neck Energy & Feed, LLC and Royal Canin, US) and South Dakota Jobs Program (Century Custom Molding, Inc.) Grant Committee recommends to the Board approving the grant reviews as presented. A motion was made by Ted Hustead and seconded by Sharon Casey. Motion passed by a roll call vote.

New Business

Economic Development Partnership Program

Rural Electric Economic Development, Inc.

Grant Committee recommends to the Board approving as recommended by staff.

Rural Electric Economic Development, Inc.

Approve an Economic Development Partnership grant award to Rural Electric Economic Development, Inc. in the amount of \$7,000.00, to be granted in accordance with the board's Economic Development Partnership Award Policy for Training Only.

A motion was made by Sharon Casey and seconded by Ted Hustead. Motion passed by a roll call vote.

Local Infrastructure Improvement Program

Sioux Falls Development Foundation

Grant Committee recommends to the Board approving as recommended by staff.

Sioux Falls Development Foundation

Approve a Local Infrastructure Improvement grant award to Sioux Falls Development Foundation in the amount of \$65,612, to be granted in accordance with the board's Local Infrastructure Improvement Award Policy.

A motion was made by Ted Hustead and seconded by Sharon Casey. Motion passed by a roll call vote.

Adjourn

A motion was made by Sharon Casey and seconded by Ted Hustead to adjourn the meeting at 10:35 a.m.

Motion passed by a roll call vote.

Dale Clement, Secretary or Matt Judson, Treasure	r

CREDIT COMMITTEE GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD MONDAY, MARCH 4, 2019, 10:00 A.M. CT

Members Present

Chairman Jeff Erickson, Don Kettering, Dale Clement and Pat Prostrollo

Staff Present

Cassie Stoeser, Ashley Moore and Cassidy Kulesa

Other Staff Present

Mike Bietz, Laura Hansen, Andrew Coppersmith - BankWest, Inc. Tim Engel – May, Adam Gerdes & Thompson, LLP

Call to Order

Chairman Erickson called the meeting to order at 10:03 a.m.

<u>Agenda</u>

A motion was made by Don Kettering and seconded by Pat Prostrollo to approve the agenda as presented.

Motion passed by a roll call vote.

Conflicts Disclosure – Chairman Erickson opened the floor for committee members to identify potential conflicts under SDCL Chapter 3-23. There were none from committee members and no objection to proceeding with the agenda.

Public Comment Period - none

Executive Session

A motion was made by Dale Clement and seconded by Pat Prostrollo to enter into executive session at 10:05 a.m. to discuss contract matters and commercial and financial information relating to loan and other assistance to applicants and consult with legal counsel. Motion passed by a roll call vote.

Executive Session Report

The Chairman declared the Credit Committee out of executive session at 10:31 a.m. The Chairman reported that the Board of Economic Development Credit Committee entered into Executive Session to discuss contract matters and commercial and financial information relating to loan and other assistance to applicants. No action was taken.

A motion was made by Pat Prostrollo and seconded by Dale Clement to approve the chairman's report from executive session.

Motion passed by a roll call vote.

Loan Reviews

Agile Manufacturing of SD, Inc. and Bel Brands USA, Inc.

Credit Committee recommends to the Board accepting the loan reviews and recommendations as presented.

A motion was made by Dale Clement and seconded by Don Kettering. Motion passed by a roll call vote.

Old Business

WM3D SD Properties, LLC

Credit Committee recommends to the Board to accept allowing staff and Chairman to work with legal counsel.

A motion was made by Pat Prostrollo and seconded by Dale Clement. Motion passed by a roll call vote.

<u>Adjourn</u>

The Chairman declared the meeting adjourned at 10:33 a.m.

Dale Clement, Secretary or Matt Judson, Treasurer

SOUTH DAKOTA REVOLVING ECONOMIC DEVELOPMENT AND INITIATIVE FUND FINANCIAL REPORT

(Compiled)

January 31, 2019

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Clausen & Rice, LLP

Certified Public Accountants and Business Consultants

John E. Clausen, CPA johnclausen.cpa@midconetwork.com Daniel T. Rice, CPA danrice.cpa@midconetwork.com

Accountant's Compilation Report

To the Board of Directors
South Dakota Revolving Economic Development and Initiative Fund
Pierre, South Dakota

Management is responsible for the accompanying financial statements of South Dakota Revolving Economic Development and Initiative Fund (an Enterprise Fund of the State of South Dakota) as of January 31, 2019, and the related statements of revenues, expenses and changes in net assets and cash flows for the seven months then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Entity's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

The supplementary information contained on pages 5 through 7 is presented for purposes of additional analysis and is not a required part of the basic financial statements. This information is the representation of management. The information was subject to our compilation engagement, however, we have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any form of assurance on such supplementary information.

We are not independent with respect to South Dakota Revolving Economic Development and Initiative Fund.

Pierre, South Dakota February 28, 2019

Clausen & Rice, LLP

ECONOMIC DEVELOPMENT AND INITIATIVE FUND

STATEMENT OF NET ASSETS

January 31, 2019

ASSETS	
Cash and Investments-Unrestricted	\$48,108,859
Cash and Investments-Designated for Approved REDI Loans	23,902,036
Cash-SD Jobs	1,712,807
	470 700 700
Total Cash and Investments	\$73,723,702
Accounts Receivable-Bankwest	7,431
Loans Receivable - REDI, net of allowance of \$989,303	41,479,015
Loan Interest Receivable	35,441
Net Pension Asset	1,514
Due From Other Funds	225,000
Investment Income Receivable	1,079,730
TOTAL ASSETS	\$116,551,833
DEFERRED OUTFLOWS OF RESOURCES	
Deferred Outflows of Resources Related to Pensions	162,747
TOTAL DEFERRED OUTFLOWS OF RESOURCES	162,747
LIABILITIES	
Accounts Payable	\$12,196
Wages and Benefits Payable	\$22,291
Accrued Leave Payable	\$23,876
Net Pension Liability	\$0
Due To Other Funds	\$8,003
TOTAL LIABILITIES	\$66,366
DEFERRED INFLOWS OF RESOURCES	
Deferred Inflows of Resources Related to Pensions	29,509
TOTAL DEFERRED INFLOWS OF RESOURCES	29,509
NET POSITION	
Investment in Capital Assets	0
Unrestricted	116,618,705
	0 440040705
TOTAL NET POSITION	\$116,618,705
TOTAL MADE INTO AND MET POSITION	¢116 714 590
TOTAL LIABILITIES AND NET POSITION	\$116,714,580

ECONOMIC DEVELOPMENT AND INITIATIVE FUND

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS

For the Month Ending January 31, 2019

	Current Period	Year to Date
OPERATING REVENUE		4000 700
Interest Income on Loans - REDI	\$71,874	\$382,708
Ethanol Income - REDI	0	0
Other Income - REDI	124	98,244
Building South Dakota Income	0	0
LESS OPERATING EXPENSES		
Administrative Expenses	47,434	346,457
Bad Debt Expense	31,552	144,915
Other Expenses	3,683	8,972
Building South Dakota Grants	39,801	63,801
NET INCOME (LOSS) FROM OPERATIONS	(\$50,472)	(\$83,193)
NONOPERATING REVENUE	•	
Investment Income	149,504	1,103,299
CHANGE IN NET POSITION	\$99,033	\$1,020,106
NET DOCITION REGINNING	116,519,672	115,598,599
NET POSITION, BEGINNING	110,010,012	110,000,000
Prior period Adjustment	0	0
NET POSITION, ENDING	\$116,618,705	\$116,618,705

ECONOMIC DEVELOPMENT AND INITIATIVE FUND

STATEMENT OF CASH FLOWS

For the Month Ending January 31, 2019

	Current Period	Year to Date
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in Net Position	\$99,033	\$1,020,106
Adjustments to Reconcile Net Income to		
Net Cash provided from (used in) Operating Activities:		_
(Increase) Decrease in Accounts Receivable - Bankwest	0	0
(Increase) Decrease in Loans Receivable - REDI	225,567	(2,210,758)
(Increase) Decrease in Loan	20.044	(54)
Interest Receivable	33,941	(51)
(Increase) Decrease in Loans Receivable - LIIP	0	0
(Increase) Decrease in Equipment	0	0
(Increase) Decrease in VASF Fuel Tax	•	•
Revenues Receivable	0	0
(Increase) Decrease in Investment	(4.0.504)	(404.040)
Income Receivable	(149,504)	(194,018)
(Increase) Decrease in Due From Other Funds	(225,000)	(225,000)
(Increase) Decrease in Other Assets	0	0
Increase (Decrease) in Accounts Payable	0	0
Increase (Decrease) in Wages Payable	0	0
Increase (Decrease) in Accrued Leave Payable	0	0
Increase (Decrease) in Grants Payable	0	0
Increase (Decrease) in Due To Other Funds	0	
Net Cash provided from (used in) Operating Activities	(\$15,963)	(\$1,609,721)
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES:		
Prior Period Adjustment	0	0
•		
NET INCREASE IN CASH AND INVESTMENTS	(\$15,963)	(\$1,609,721)
CASH AND INVESTMENTS - BEGINNING	73,739,665	75,333,423
CASH AND INVESTMENTS - ENDING	\$73,723,702	\$73,723,702

ECONOMIC DEVELOPMENT AND INITIATIVE FUND

ADDITIONAL LOAN INFORMATION - REDI

For the Month Ending January 31, 2019

See Accountant's Compilation Report

REDI LOANS APPROVED, NOT ADVANCED

	Approval	Loan	
Company Name	Date	•	Amount
		_	
O'Conner Kiln and Dryer, Inc.	8/8/2017	\$	440,196
JMo Holdings, Inc.	9/12/2017	\$	3,600,000
Fiedler Holding, LLC	10/24/2017	\$	1,152,338
Intrinsic Materials Corp.	2/13/2018	\$	2,546,302
Farmer Union Industries, LLC	6/12/2018	\$	3,600,000
K&M Tire, Inc.	8/14/2018	\$	786,300
Terex South Dakota, Inc.	9/13/2018	\$	10,000,000
RPC Land, LLC	12/11/2018	\$	845,000
Watertown Development Company/Dakota Tube	12/11/2018	\$	931,900
Total		\$	23,902,036

REDI LOANS ADVANCED, DURING	January	Advanced	Loan
Company Name	_	Date	Amount
None			
REDI LOANS PAID OFF, DURING	January	Pay-off	Original Loan
Company Name	_	Date	Amount
None			
REDI LOANS WROTE OFF, DURING	Januáry	Wrote-off	Amount
Company Name	_	Date	Wrote-off
None			
REDI LOANS WITHDRAWN, DURING	January		
	-	Withdrawal	Withdrawn
Company Name	_	Date	Amount
Aberdeen Dev. Corp/Innovative Proteins		1/18/2019	\$2,100,000
			\$2,100,000

ECONOMIC DEVELOPMENT AND INITIATIVE FUND

ADDITIONAL LOAN INFORMATION - SDJP

For the Month Ending January 31, 2019

See Accountant's Compilation Report

SOUTH DAKOTA JOBS PROGRAM CASH & INVESTMENTS BALANCE

Dedicated SDJP Fund Cash and Investments Balance Plus: Investment Council Interest South Dakota Jobs	12/31/2018	\$1,977,608 0 0 0
Less: Applied Engineering, Inc. Due from other funds - LIIP		(39,801) (225,000)
Dedicated SDJP Fund Cash and Investments Balance	1/31/2019	\$1,712,807

SOUTH DAKOTA JOBS PROGRAM CASH & INVESTMENTS BALANCE APPROVED, NOT ADVANCED

RESTRICTED

Сотрапу Name	Approval Date	Amount Remaining		
Applied Engineering, Inc.	3/14/2017	0	\$39,801	Authorized
			\$39,801	Disbursed
VRC Metal Systems, LLC	9/12/2017	45,000	\$45,000	Authorized
			\$0	Disbursed
Century Custom Molding, Inc.	10/24/2017	76,500	\$76,500	Authorized
		•	\$0	Disbursed
True North Steel, Inc.	4/10/2018	26,257	\$26,257	Authorized
			\$0	Disbursed
Masaba, Inc.	7/10/2018	0	\$24,000	Authorized
111000001 1110.			\$24,000	Disbursed
MNY Group, LLC dba Life Floor	8/14/2018	17,674		Authorized
10111 O1049; 220 004 2110 1 1001		,	\$0	Disbursed
Forest Products Distributors, Inc.	9/13/2018	21,937	\$21,937	Authorized
Total Traducta Biotilipatora, inc.	0.70.2010	- 11001	\$0	Disbursed
Benaiah Management Company, Inc.	12/11/2018	100,000	\$100,000	Authorized
Deligion management Company, mo.	, 2, 1 1, 2010		\$0	Disbursed

\$287,368

UNRESTRICTED

Total South Dakota Jobs Program Cash and Investments Less Cash and Investments-Restricted for Approved Loans/Grants	\$1,712,807 \$287,368
Total Unrestricted South Dakota Jobs Program Cash and Investments	\$1,425,439