

**BOARD OF ECONOMIC DEVELOPMENT  
GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD  
WEDNESDAY, OCTOBER 30, 2024, 10:15 A.M., CT**

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**BOARD OF ECONOMIC DEVELOPMENT  
GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD  
WEDNESDAY, OCTOBER 30, 2024, 10:15 A.M., CT**

**Motion Sheet**

(STAFF RECOMMENDATIONS)

Please note times:

Call To Order: \_\_\_\_\_

Executive Session \_\_\_\_\_

Regular Session \_\_\_\_\_

Adjournment \_\_\_\_\_

**Board Members:**

**Jeff Erickson**

**Matt Judson** **Agenda**

Motion to approve the agenda as presented.

**Sharon Casey**

Motion made by \_\_\_\_\_ and seconded by \_\_\_\_\_.

**Mike Luken**

**Conflicts of Interest Disclosures**

**Don Kettering**

**Public Comments**

**Tom Jones**

**Annual Report/Audit Report**

**Reed Kessler** Motion to approve the 2024 Annual Report/Audit Report as presented.

**Joy Nelson**

Motion made by \_\_\_\_\_ and seconded by \_\_\_\_\_.

**Eric Yunag**

**Bill**

**Kevin Tetzlaff** Motion to approve the bill payable to PORTFOL Software in the amount of \$9,551.80.

**David Emery**

Motion made by \_\_\_\_\_ and seconded by \_\_\_\_\_.

**Craig Christianson**

**Adjourn**

Motion made by \_\_\_\_\_ and seconded by \_\_\_\_\_.

**Brad Moore**

**Non-Voting**

**Senator Reynold Nesiba**

**Senator Casey Crabtree**

**Representative Neal Pinnow**

**Representative Kameron Nelson**

A

**BOARD OF ECONOMIC DEVELOPMENT  
GOED CONFERENCE ROOM, 711 E WELLS AVE, PIERRE, SD  
WEDNESDAY, OCTOBER 30, 2024, 10:15 A.M., CT**

*The public may participate by the following:*

Call In Number: (669) 900-9128      Meeting ID: 925 0231 9513      Passcode: 992051  
[www.zoom.com](http://www.zoom.com)      Meeting ID: 925 0231 9513      Passcode: 992051

**REGULAR SESSION AGENDA**

10:15 A.M.                      Call to Order, Chairman Jeff Erickson

10:20 A.M.                      **Agenda**  
RECOMMENDED ACTION: Motion to approve the agenda as provided  
or amended.

**Conflicts of Interest Disclosures**

**Public Comments**

**Approve Annual Report/Audit Report**

RECOMMENDED ACTION: Motion to approve the 2024 Annual Report/Audit  
Report as presented.

**Bills**

                    PORTFOL Software                      \$9,551.80

**Adjournment**

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.

B

— SOUTH DAKOTA —

# REDI FUND

REVOLVING ECONOMIC DEVELOPMENT & INITIATIVE FUND

JUNE 30, 2024 • ANNUAL FINANCIAL REPORT

## **Board of Economic Development Members**

**Jeff Erickson, Chairman**, is currently owner of Erickson Investment Company, LLC, Manager of Border Plains, LLC, Board Member of the CJ/Schwan Company, and is a partner in and Vice Chairman of the Board of American Bank & Trust. He was previously President and Chief Executive Officer of Great Western Bank. He is currently the Chairman of the South Dakota Banking Commission, Chairman of the Governor's Office of Economic Development Board (REDI), Chairman of the South Dakota Economic Development Finance Authority, and is past Chairman of the South Dakota Community Foundation. He was the Chairman of Governor Dennis Daugaard's Transition Team (2010). He has also served as Vice Chairman of the South Dakota Ellsworth Development Authority, Chairman of Focus Watertown and the Watertown Development Company and also has served as the President of the Watertown Area Chamber of Commerce and as a Board Member of the Sioux Falls Development Foundation. A graduate of Northern State University in Aberdeen, South Dakota, in 2008 he was named "Distinguished Alumni". In addition, Jeff is a graduate of the Pacific Coast Banking School at the University of Washington in Seattle, Washington; and is a graduate of the University of Iowa Executive Development Program in Iowa City, Iowa. Mr. Erickson has worked in the financial services industry for over 40 years. He has been married to his wife, Linda, for 45 years and has four children and 12 grandchildren. In addition to enjoying time spent with his family, he enjoys sharing sporting events and pheasant hunting with friends and family. He and his family believe in giving back to the communities they live in by volunteering both time and money to worthwhile causes.

**Don Kettering, Vice-Chairman**, is a South Dakota born, farm-raised, Brentford High School, Northern State College (BA) and South Dakota State University (MA) graduate. He trained in the United States Army and has worked in agricultural banking for the past 39 years. Mr. Kettering and his wife have two children and five grandchildren. He has lived and worked in the Yankton community for almost forty years. Mr. Kettering currently serves as a board member for the Economic Development Finance Authority and the Yankton County Commission and has been actively involved in economic development, infrastructure improvements, planning and zoning and the local Boys and Girls Club Board and Club activities. He enjoys hunting, fishing, golf, gardening, and woodworking as pastime activities. Working with community and State organizations that promote growth and opportunities for others has been very gratifying for him.

**Matt Judson, Treasurer**, grew up in Pierre, graduating from T. F. Riggs High School. He attended USD for one year before graduating from Augustana College with a double major in Accounting and Business Administration. After returning to Pierre, he worked for both the South Dakota Department of Revenue and a Pierre CPA firm. He started his employment with First National Bank in 1997 as a Commercial Loan Officer, then he was promoted to Branch President and has recently been named Chief Audit Executive. Matt is an original Board Member for the Pierre Business Improvement District, and previously served as Treasurer for the South Dakota Development Corporation and as a Board Member of the Pierre Economic Development Corporation. In 2015, 2019 and 2023, he and his wife, Stephanie, who currently serves as President of the South Dakota Community Foundation, were appointed by the Mayor of Pierre as the Chairs for the City of Pierre's hosting of the Inaugural events for the Governor and other state-wide elected officials.

**Sharon Casey** is an original member of the Board of Economic Development, appointed by Governor Mickelson. She is a businesswoman, formerly co-owner of Casey Drug and Jewelry and serves as a board member for the Economic Development Finance Authority. Sharon remains active in her local community, including as a board member of the Lake Francis Case Development, a council member and a building committee member of the St. James Catholic Church, and a member of the Kiwanis Club. She also has served on the board of the South Dakota Art Museum, Employer Support for the Guard Reserve (ESGR), and is a past President of the Chamberlain Chamber of Commerce. Sharon placed foreign exchange

students and teachers with Youth for Understanding from 1971 to 1980. During that time they hosted exchange students from Brazil, Yugoslavia, Norway, Philippines, Holland and France. Sharon attended South Dakota State University. Sharon and her husband live in Chamberlain and now enjoy catching up on the activities of their four children, 12 grandchildren and 4 great grandchildren and taking in frequent travels.

**Mike Luken** is a native of Watertown, South Dakota. He has been involved in farming in Northeast South Dakota, custom combining, and reconditioning the former Memorial Hospital to develop affordable housing in the community. He has also started numerous businesses that include a tanning salon, Glacial Lakes Bottling and Marketing, and Express Photo with locations in both Watertown and Sioux Falls. Mr. Luken was also part of the Discount Farm Center and later was hired by ABT to manage the operation. Currently Mr. Luken sells real estate for The Realty Team in Watertown. He currently serves on the Board of Economic Development, the South Dakota Economic Development Finance Authority, the current treasurer of Prairie Lakes Healthcare Board of Directors, the Vice-President of the Watertown Municipal Utilities Board which was appointed by Mayor Gary Williams, Mayor Steve Thorson and Mayor Sara Caron also re-appointed Mr. Luken to serve another 5-year term to the Watertown Municipal Utilities Board and is a past chairman of the Board for the Watertown Area Chamber of Commerce. Mr. Luken is also involved in many other civic and private organizations. He has one daughter, Jennifer, and a son-in-law, Chris Loiseau, and a granddaughter attending Arizona University.

**Tom Jones** is the previous owner of Jones' Food Centers in Viborg, Lake Andes, Alcester, Springfield, Parker, Vermillion and Missouri Valley, IA. Mr. Jones graduated from Huron College in December 1962 with a degree in Bachelor of Arts and in May of 1969 from South Dakota State University with a Master's Degree in Education Administration. Mr. Jones also was previous owner of Sunny Side Plaza in Hartford, Southeastern Overhead Door, Ltd in Mitchell and Beresford and Dakota Ace Hardware in Viborg. Tom currently serves as a board member for the Economic Development Finance Authority, Board of Economic Development, and is an Elder in the Westminster Presbyterian Church and serves as a moderator of the Finance Committee and Endowment Fund Committee. He has previously served as a Viborg City Council Member, Chairman of the Viborg Economic Development Board, 4-H Turner County Horse Leader, Chairman of the South Dakota 4-H Horse Board, Active Money Raiser for Make-A-Wish, South Dakota Sports Hall of Fame Advisory Board, South Dakota Hall of Fame Board Member, South Dakota Rodeo Association Board, United States Team Penning Association Board, National Cutting Horse Association, Masonic Member of Joppa Lodge, El Riad Shrine Member, South Dakota House of Representatives from 2011-2012 and the South Dakota Senate from 2012-13. He also has served as a head and assistant basketball coach at the college and high school level. Mr. Jones has also been named Business Man of the Year, is in the Huron College Hall of Fame, was an All American College Football player, and was Coach of the Year at the college and high school levels. He and his wife Linda have 2 daughters, 5 grandchildren, one great grandson and one great granddaughter.

**Reed Kessler** is owner, EVP, and COO of Kessler's Inc. in Aberdeen, SD. He was not only born and raised in Aberdeen, SD, but also brought up in the family business of retail. After graduating from Roncalli High School, he attended Saint John's University in Minnesota. While at Saint John's, he studied Economics, Entrepreneurship, and Classical Guitar. He was also able to spend time living and studying business in China. Mr. Kessler graduated Magna Cum Laude with a Bachelor of Arts Degree. While living in Minnesota, he spent a number of years working with Coborn's Inc., Northwestern Mutual, and Associated BankCorp. In late 2008, he and his wife, Kristina, returned to South Dakota, and he dove head first back into the family business. Under his leadership, Kessler's Inc. has grown to include new investments in fuel, pharmacy, and real estate around the state. Reed currently is a board member with the National Grocers Association and Board President of the Aberdeen YMCA. He and Kristina are raising a family of their own which includes four beautiful children.



**Joy Nelson** is a life long resident of South Dakota. She began her career at Farmers and Merchants Bank in Watertown in the real estate and student loan lending departments. She entered the real estate business in 1982, is the broker-owner of Haugan Nelson Realty, Inc. in Watertown and has been engaged in real estate development, residential, commercial and agricultural real estate for the last 42 years. She is the founder and beneficiary of Joy Ranch outside of Watertown, a non-profit facility whose mission is to serve people with disabilities, medical issues and veterans through equine therapy and also serves as a corporate retreat center. She was awarded the National ALDE Award in 2013 for philanthropy, the National Association of Realtors Good Neighbor Award in 2018 and is an inductee to the South Dakota Hall of Fame and the Watertown Hall of Fame. She currently serves on the Sanford Medical Center Board of Directors, the Lake Area Technical Institute Strategic Advisory Council, the Village Harmony Hill Board of Directors, The GLC Foundation Board of Directors, the South Dakota Board of Technical Education, past president of the Prairie Lakes Hospital Foundation and past president of the Lake Area Technical Institute Foundation. She currently still resides at the ranch and enjoys spending time helping with the equine programs at Joy Ranch.

**Eric Yunag** is the former owner and Chief Executive Officer of Dakota Security Systems Inc. During his seventeen-year tenure, the South Dakota based company grew to operate nationally and was recognized in the top twenty-five of SDM's Largest System Integrators in the country. He sold the company in 2016 to Convergent Technologies where he currently serves as Vice President of Strategy. In this role he focuses on mergers and acquisitions, technology disruption and innovation as the company continues to expand globally. While focused on the continued growth of the company, he remains active in a number of community and non-profit leadership roles including the Board of Directors for Sioux Falls Seminary, the Board of Directors for Empower Sioux Falls and the Board of Directors for Restoration Generation. He holds a Bachelor of Science degree from South Dakota State University and lives in Sioux Falls with his wife and two children. He enjoys spending time with his family doing nearly anything outdoors that South Dakota has to offer.

**Kevin Tetzlaff** a native of Hayti, is a 1991 graduate of South Dakota State University (SDSU) with a double major in agricultural business and commercial economics. While at SDSU he was a member of the Jackrabbit Football team and later was inducted into the SDSU Athletic Hall of Fame. He joined First Bank & Trust in Brookings as a college intern in 1991. Upon graduation, Kevin went on to work full time at First Bank & Trust and in 1998 assumed the position of President/CEO of First Bank & Trust in Milbank. In 2008 Kevin returned to Brookings when he was appointed President/CEO of First Bank & Trust Brookings, the first non-family member to run the Fishback's flagship bank. Today, Kevin serves as the President/CEO of the entire First Bank & Trust organization, which includes overseeing all 22 locations in 17 communities throughout South Dakota and Minnesota. Kevin is active in the Brookings community and has served on a number of local economic development boards throughout his time in Milbank and Brookings. Kevin has recently been appointed to the South Dakota Banking Commission and is a member of the South Dakota Board of Economic Development. He serves on the SDSU Board of Trustees and is Chair Elect for the SDSU Board of Governors. Kevin also serves on the SDSU Growth Partnership Board (Research Park), the Vision Brookings Board and is a past Board Member and Chairman for the South Dakota Bankers Association. Kevin and his wife Erin have four children: Preston (Mariah), Baylee (Mitchel), Zoe and Bergan. Kevin enjoys hunting, golfing, and spending time with his family.

**David Emery**, born in Rapid City and raised in Hot Springs and Custer, South Dakota, earned a B.S. Degree in Petroleum Engineering from the University of Wyoming and an MBA from the University of South Dakota. He is an enrolled member of the Cheyenne River Sioux Tribe. Emery retired on May 1, 2020 from Black Hills Corporation (NYSE: BKH), where he was employed for nearly 31 years, most recently serving as Executive Chairman and Chairman/CEO for 16 years. Prior to Black Hills, Emery was employed as a petroleum engineer for Union Pacific Resources in Colorado, Wyoming and Texas. He currently serves on the boards of the Ellsworth Development Authority, South Dakota Enterprise 605, South Dakota Board

of Economic Development, University of Wyoming Energy Resource Council, University of Wyoming College of Business Advisory Board, John T. Vucurevich Foundation, Remembering the Children Memorial (chairman) and St. Francis Mission (chairman). He previously served on the Boards of Directors for the Federal Reserve Bank of Minneapolis, United States Chamber of Commerce, Edison Electric Institute and American Gas Association. He has been active in state and community affairs throughout his career, previously serving as a board member for many other community and non-profit organizations. David and his wife, Deanna, have two sons and reside in Rapid City.

**Craig Christianson** is a South Dakota native and has over twenty years in corporate and commercial real estate banking experience. After receiving a bachelor's degree in finance from Arizona State University, Craig spent fourteen years in Phoenix, Arizona working with developers. Craig then moved to Sheboygan, Wisconsin where his primary focus became corporate family-owned businesses. Throughout this process Mr. Christianson worked with a number of large businesses and developed a strong skill set in evaluating the financial strength and overall performance of a company. Craig took his financial expertise and entered the hotel business in 2000 as he and his brother broke ground on their first property. Since then, Craig has been involved with all aspects of hotel ownership and management. With Mr. Christianson's lead, the company is able to continuously expand an impressive portfolio of hotels including Hilton, Wyndham and Choice brands. This growth is possible due to the financial success of the existing properties, and cash flow from the previous properties is used to finance the new hotels. He has successfully overseen the development, construction, and management of each property. The hotels under Mr. Christianson's oversight have received recognition within each respective franchise, earning numerous awards over the years. Craig is married to his wife Cindy, and they have 4 grown children and 2 English Cream Golden Retrievers and reside in Rapid City, SD. Craig's passion is Chris-Craft wood boats and he can be found cruising along the shores of Lake Kampeska in his hometown of Watertown, SD in the summers. Craig also enjoys hunting and cheering on the Green Bay Packers. Craig has been active on various board positions, including Junior Achievement-Chair and Rapid City Bid Board- Chair. He also supports charitable organizations such as the Cornerstone Mission, WAVI, along with annual Toy Drives in Iowa and Rapid City.

**Brad Moore** is the Chief Executive Officer and owner of Sterling Computers Corporation, headquartered in North Sioux City, SD. Sterling has been recognized as one of the top 500 Information Technology Solutions companies in the United States by CRN Magazine (#57). Mr. Moore is originally from Wayne, Nebraska. He graduated from Dana College in Blair, NE with a Bachelor of Arts in Business Marketing. Initially serving as Sterling's Vice President of Services and Solutions, Moore assumed the role of President and CEO in 2012 when he and his wife Jean purchased the company from the founder. Shortly after, they relocated the company from Norfolk, Nebraska to South Dakota. Under his leadership, Sterling has seen dramatic expansion and substantial growth to the company's workforce, infrastructure, solution offerings, and market share. Contract wins throughout his tenure have measured over \$26 billion in contractual ceiling, during which time, Sterling has received numerous industry awards from Cisco, HPE, Dell, VMware, CRN, Washington Technology, and Inc. Magazine. Sterling was a 2022 nominee for the Secretary of Defense Employer Support Freedom Award, the highest recognition given by the Department of Defense to employers for their exceptional support of National Guard and Reserve members. Mr. Moore has served on numerous boards of community and youth non-profits, local banks, industry associations, and is currently a board member for The Siouxland Initiative. Brad and Jean have lived in Dakota Dunes since 1997. They have four children and eight grandchildren.

## **Non-Voting Legislative Members**

**Reynold F. Nesiba** currently serves as a fourth-term state senator from District 15 where he represents downtown and northern Sioux Falls in the South Dakota State Senate. In addition to his work on the REDI Board, Reynold serves as Senate Minority Leader and on the Legislative Executive Board, Commerce and Energy Committee, State Affairs Committee, the Government Operations and Audit Committee (GOAC), Retirement Law, the Joint Legislative Procedures Committee and fulfills a variety of other appointments. Originally from St. Paul, Nebraska, Reynold received his B.A. in economics from the University of Denver in 1989, and his M.A. (1991) and Ph.D. (1995) in economics from the University of Notre Dame. For the last 29 years, Reynold has been teaching at Augustana University in Sioux Falls, South Dakota where he currently serves as Professor of Economics. He is married to Erika and together they serve as guardians to an adorable four-year-old miniature bernedoodle, named Paisley. Reynold and Erika each have two sons, two stepsons, and one grandson. Reynold continues to improve his shotgun shooting skills on a sporting clays league in preparation for this fall's pheasant hunting season.

**Casey Crabtree** is serving his second term in the South Dakota State Senate, representing District 8. He was elected Majority Leader by his colleagues for the 2023-2024 session. He is chairman of Senate State Affairs and a committee member of Commerce and Energy, Legislative Procedures and the Executive Board. He was previously elected Majority Whip by his peers in 2021 and served as chair of the Senate Commerce and Energy committee, and was a member of the State Affairs, Transportation and Legislative Procedures committees. He has also served on the Redistricting committee, and interim studies on workforce housing and property tax reduction efforts. Outside of his legislative duties Casey serves as Director of Economic Development for Heartland Energy in Madison, South Dakota. He leads their efforts to attract new businesses and encourage existing businesses to expand in Heartland communities. He is a graduate of Northern State University, where he was also a four-year member of the football team. He graduated from the Leadership South Dakota program in 2017. Casey and Ashley live just outside of Madison with their two boys, where they enjoy attending sporting events and spending time outdoors.

**Kameron Nelson**, originally from Rapid City, is currently serving his first term in the South Dakota House of Representatives. Representing District 10 in Sioux Falls, he is the Minority Whip and serves on the House Health & Human Services Committee, House Commerce & Energy Committee, and House Retirement Laws. Outside of his legislative responsibilities, Kameron works as the Director of Major Gifts for the LifeScape Foundation providing financial resources to support children and adults with varied disabilities and complex medical needs across South Dakota and the region. He holds a bachelor's degree from South Dakota State University.

**Neal Pinnow**, is serving his first term in the South Dakota House of Representatives, Representing District 28B in Butte, Harding and Northern Perkins Counties. He serves on House Taxation, Commerce & Energy and Retirement Laws committees. He has a bachelor's degree in secondary education with an emphasis in business and accounting. He taught in secondary education before transitioning to the private sector working as a Chief Financial Officer. He is currently owner/operator of a remodeling company located in Lemmon. He is married to Lisa with three adult children and eight grandchildren.

# Loan Portfolio

Board of Economic Development Activity  
Loans Approved Fiscal Year 2024

| COMPANY                                                       | PROJECTED JOBS | REDI FUND LOAN AMOUNT  | TOTAL PROJECT AMOUNT   | COMMUNITY   |
|---------------------------------------------------------------|----------------|------------------------|------------------------|-------------|
| Borns Group, Inc.                                             | 35             | \$1,568,210.00         | \$7,722,346.00         | Aberdeen    |
| Centerville Manufacturing, LLC                                | 13.5           | \$675,000.00           | \$3,007,000.00         | Centerville |
| DAP, LLC (Dakota Automation, Inc.)                            | 14             | \$1,965,038.00         | \$3,550,128.00         | Watertown   |
| DeGeest Corp                                                  | 43             | \$3,500,000.00         | \$10,000,000.00        | Tea         |
| Grant County Development Corporation                          | 0              | \$426,025.00           | \$4,101,044.00         | Milbank     |
| IMP Properties, LLC (Innovative Materials and Processes, LLC) | 19             | \$617,828.00           | \$2,179,981.00         | Rapid City  |
| Sentry, LLC                                                   | 106            | \$1,275,000.00         | \$4,250,000.00         | Watertown   |
| Southern Sun, LLC                                             | 21             | \$1,675,730.00         | \$6,702,919.00         | Huron       |
| Southfork Investments, LLC                                    | 100            | \$1,800,000.00         | \$6,500,000.00         | Aberdeen    |
| TM Industries, LLC                                            | 8              | \$1,800,000.00         | \$5,464,109.00         | Parkston    |
| <b>FY 2024 Total: 10 loans</b>                                | <b>359.5</b>   | <b>\$15,302,831.00</b> | <b>\$53,477,527.00</b> |             |

**REDI Fund Company Activity  
September 1987 through June 2024**

| <u>Company</u><br><u>(County in Bold)</u>                  | <b>Total Loan<br/>Amount</b> | <b>Total Project<br/>Amount</b> | <b>Projected<br/>FTE<br/>Jobs</b> | <b>Projected<br/>Units</b> |
|------------------------------------------------------------|------------------------------|---------------------------------|-----------------------------------|----------------------------|
| <b>AURORA</b>                                              |                              |                                 |                                   |                            |
| B&H Holding Company                                        | \$108,000                    | \$243,000                       | 24.00                             |                            |
| Pure Pulp Products, Inc.                                   | \$1,375,000                  | \$5,972,000                     | 166.00                            |                            |
|                                                            | \$1,483,000                  | \$6,215,000                     | 190.00                            |                            |
| <b>BEADLE</b>                                              |                              |                                 |                                   |                            |
| American Foods Group, Inc. I                               | \$500,000                    | \$7,790,000                     | 116.00                            |                            |
| American Foods Group, Inc. II/Huron                        | \$279,400                    | \$1,220,000                     | 57.00                             |                            |
| American Foods Group, Inc. III/Huron                       | \$500,000                    | \$1,750,000                     | 146.00                            |                            |
| Dakota Turkey Growers, LLC                                 | \$3,000,000                  | \$58,450,000                    | 387.00                            |                            |
| Dak-Lan, LLC                                               | \$194,527                    | \$1,029,241                     | 7.00                              |                            |
| Horizontal Machining & Mfg                                 | \$700,000                    | \$2,268,430                     | 35.00                             |                            |
| Huron Manufacturing Company                                | \$65,000                     | \$200,000                       | 12.00                             |                            |
| Industrial Manufacturing of SD, Inc. I                     | \$275,000                    | \$700,000                       | 35.00                             |                            |
| Industrial Manufacturing of SD, Inc. II                    | \$420,413                    | \$973,761                       | 54.00                             |                            |
| Industrial Manufacturing of SD, Inc. III                   | \$650,000                    | \$2,030,000                     | 60.00                             |                            |
| Midcom, Inc.                                               | \$600,000                    | \$2,155,000                     | 167.50                            |                            |
| Overbuilt, Inc.                                            | \$750,000                    | \$3,341,908                     | 72.00                             |                            |
| Prairie Trends, Inc.                                       | \$50,000                     | \$300,000                       | 17.00                             |                            |
| Protective Coating Specialists, Inc.                       | \$100,000                    | \$240,000                       | 30.00                             |                            |
| Raven Industries, Inc. II/Huron                            | \$245,000                    | \$1,855,000                     | 50.00                             |                            |
| Riverside Manufacturing LLC                                | \$300,000                    | \$950,000                       | 60.00                             |                            |
| Shallbetter, Inc.                                          | \$144,000                    | \$320,955                       | 63.00                             |                            |
| <b>Southern Sun, LLC*</b>                                  | \$1,675,730                  | \$6,702,919                     | 21.00                             |                            |
| Trussbilt, Inc. I                                          | \$700,000                    | \$3,223,000                     | 151.00                            |                            |
| Trussbilt, Inc. II                                         | \$315,000                    | \$1,450,000                     | 54.00                             |                            |
| WPW, LLC                                                   | \$4,685,625                  | \$13,597,500                    | -                                 | 81                         |
|                                                            | \$16,149,695                 | \$110,547,714                   | 1,594.50                          | 81.00                      |
| <b>BON HOMME</b>                                           |                              |                                 |                                   |                            |
| Broin Enterprises, Inc.                                    | \$112,000                    | \$312,000                       | 14.00                             |                            |
| Rush Company                                               | \$750,000                    | \$2,014,250                     | 36.00                             |                            |
|                                                            | \$862,000                    | \$2,326,250                     | 50.00                             |                            |
| <b>BROOKINGS</b>                                           |                              |                                 |                                   |                            |
| Bel Brands USA, Inc. (2 loans)                             | \$8,000,000                  | \$166,920,000                   | 365.00                            |                            |
| Biogenetics Services, Inc.                                 | \$131,988                    | \$560,000                       | 14.50                             |                            |
| Brookings Economic Dev. Corp/Agriculture Technology Center | \$550,000                    | \$3,465,000                     | 11.00                             |                            |
| Counterpart, Inc.                                          | \$175,000                    | \$1,480,000                     | 35.00                             |                            |
| Counterpart, Inc. #3                                       | \$558,775                    | \$2,205,745                     | 60.00                             |                            |
| Dakota Services, LLC I                                     | \$150,000                    | \$535,000                       | 29.00                             |                            |
| Dakota Services, LLC II                                    | \$200,000                    | \$787,000                       | 39.00                             |                            |
| Daktronics, Inc. I                                         | \$112,500                    | \$250,000                       | 33.50                             |                            |
| Daktronics, Inc. II                                        | \$400,000                    | \$900,000                       | 96.00                             |                            |
| Falcon Plastics, Inc III                                   | \$348,000                    | \$3,620,000                     | 50.00                             |                            |
| Larson Manufacturing, Inc. I                               | \$750,000                    | \$3,056,901                     | 92.00                             |                            |
| Larson Manufacturing, Inc. II                              | \$750,000                    | \$2,350,000                     | 87.00                             |                            |
| Larson Manufacturing, Inc. III                             | \$1,500,000                  | \$6,270,000                     | 191.00                            |                            |
| Larson Manufacturing, Inc. IV                              | \$1,500,000                  | \$4,300,000                     | 300.00                            |                            |
| Lomar Development Company, LLP                             | \$1,023,750                  | \$2,600,000                     | 50.00                             |                            |
| Maize Properties, Inc. I                                   | \$50,000                     | \$340,786                       | 16.00                             |                            |

\*Approved, not yet Funded

**REDI Fund Company Activity**

| <u>Company</u><br><u>(County in Bold)</u>                    | Total Loan<br>Amount | Total Project<br>Amount | Projected<br>FTE<br>Jobs | Projected<br>Units |
|--------------------------------------------------------------|----------------------|-------------------------|--------------------------|--------------------|
| <b>BROOKINGS(Con't.)</b>                                     |                      |                         |                          |                    |
| Maize Properties, Inc. II                                    | \$126,450            | \$281,000               | 24.00                    |                    |
| Maize Properties, Inc. III                                   | \$208,000            | \$603,441               | 19.00                    |                    |
| Measurement Technologies                                     | \$100,000            | \$800,000               | 16.00                    |                    |
| Metalworks, LLC                                              | \$500,000            | \$1,600,000             | 25.00                    |                    |
| Millborn Seeds, Inc.                                         | \$2,200,000          | \$7,197,962             | 29.00                    |                    |
| Prince Manufacturing Corp.                                   | \$400,000            | \$2,750,000             | 50.00                    |                    |
| Rainbow Play Systems, Inc.                                   | \$400,000            | \$2,954,500             | 83.00                    |                    |
| Rainbow Play Systems, Inc. II                                | \$1,500,000          | \$6,500,000             | 100.00                   |                    |
| RTI, LLC/NEVCO, LLC                                          | \$250,000            | \$570,000               | 7.50                     |                    |
| RTI, LLC/RTI Holdings, LLC                                   | \$825,000            | \$3,300,000             | 11.50                    |                    |
| Sitel Corporation                                            | \$157,500            | \$349,500               | 104.50                   |                    |
| South Dakota Soybean Processors                              | \$1,050,000          | \$37,700,000            | 68.00                    |                    |
| TCF Industries, Inc.                                         | \$200,000            | \$937,500               | 61.50                    |                    |
| TCF & Blower II                                              | \$850,000            | \$3,700,000             | 170.00                   |                    |
| Twin City Fan Companies, LTD #2                              | \$233,564            | \$519,032               | 25.00                    |                    |
|                                                              | <hr/>                | <hr/>                   | <hr/>                    |                    |
|                                                              | \$25,200,527         | \$269,403,367           | 2,263.00                 |                    |
| <b>BROWN</b>                                                 |                      |                         |                          |                    |
| Aberdeen Development Corporation/Four Star Plastics (I)      | \$75,000             | \$250,000               | 27.50                    |                    |
| Aberdeen Development Corporation/Four Star Plastics (II)     | \$1,350,000          | \$3,200,000             | N/A                      |                    |
| Aberdeen Development Corporation/Verifications               | \$1,000,000          | \$3,000,000             | 200.00                   |                    |
| Aberdeen Development Corporation/Progressive Financials (I)  | \$300,000            | \$730,000               | 100.00                   |                    |
| Aberdeen Development Corporation/Coventry Health             | \$1,600,000          | \$3,600,000             | 200.00                   |                    |
| Aberdeen Development Corporation/MFG                         | \$4,500,000          | \$21,218,869            | 708.00                   |                    |
| Aberdeen Development Corporation/Progressive Financials (II) | \$100,000            | \$300,000               | 40.00                    |                    |
| Aberdeen Development Corporation/Magnum Trucking             | \$350,000            | \$1,450,000             | 15.00                    |                    |
| <b>Borns Group, Inc.*</b>                                    | \$1,568,210          | \$7,722,346             | 35.00                    |                    |
| Cabinets Dakotah                                             | \$25,000             | \$60,000                | 6.00                     |                    |
| Colorworks, LLC                                              | \$50,000             | \$410,000               | 18.00                    |                    |
| FMC Corporation                                              | \$200,000            | \$410,000               | 18.00                    |                    |
| Glacial Lakes Energy, LLC                                    | \$1,215,000          | \$2,750,000             | N/A                      |                    |
| Midcom, Inc. II                                              | \$1,000,000          | \$410,000               | 18.00                    |                    |
| Midstates Printing, Inc.                                     | \$100,000            | \$410,000               | 18.00                    |                    |
| Midstates Printing, Inc. #3                                  | \$1,000,000          | \$3,350,000             | 129.00                   |                    |
| Midstates, Inc.                                              | \$1,490,872          | \$3,313,050             | retention                |                    |
| Mutual of Omaha Insurance Co.                                | \$675,000            | \$410,000               | 18.00                    |                    |
| Natural Dakota Soy, LLC                                      | \$495,000            | \$1,100,000             | 10.00                    |                    |
| NE Venture, Inc. I                                           | \$166,667            | \$1,200,000             | 106.00                   |                    |
| NE Venture, Inc. II                                          | \$233,333            | \$600,000               | 41.00                    |                    |
| NECOG-DC (RRLF)                                              | \$500,000            | \$410,000               | 18.00                    |                    |
| Sheldahl, Inc.                                               | \$1,000,000          | \$2,850,000             | 50.00                    |                    |
| Southfork Investments, LLC                                   | \$1,800,000          | \$6,500,000             | 100.00                   |                    |
| TCF Aerovent, Inc.                                           | \$500,000            | \$8,735,000             | 186.00                   |                    |
| Tempus Nutritionals, Inc.                                    | \$210,000            | \$545,000               | 30.00                    |                    |
| Western Printing                                             | \$100,000            | \$555,000               | 65.00                    |                    |
|                                                              | <hr/>                | <hr/>                   | <hr/>                    |                    |
|                                                              | \$21,604,082         | \$75,489,265            | 2,156.50                 |                    |
| <b>BRULE</b>                                                 |                      |                         |                          |                    |
| Lake Francis Case Dev. Co./A Square                          | \$300,000            | \$675,072               | 24.00                    |                    |
|                                                              | <hr/>                | <hr/>                   | <hr/>                    |                    |
|                                                              | \$300,000            | \$675,072               | 24.00                    |                    |
| <b>CHARLES MIX</b>                                           |                      |                         |                          |                    |
| Aristo Industries, Inc.                                      | \$41,000             | \$91,500                | 20.00                    |                    |
| Boyd's Gunstock Industries, Inc. I                           | \$35,000             | \$155,000               | 15.50                    |                    |
| Boyd's Gunstock Industries, Inc. II                          | \$40,000             | \$88,900                | 17.00                    |                    |
| Dakotah, Inc. III                                            | \$300,000            | \$3,070,000             | 60.00                    |                    |
| Filters Co., Inc.                                            | \$200,000            | \$600,000               | 50.00                    |                    |
|                                                              | <hr/>                | <hr/>                   | <hr/>                    |                    |
|                                                              | \$616,000            | \$4,005,400             | 162.50                   |                    |

\*Approved, not yet Funded

**REDI Fund Company Activity**

| <u>Company</u><br><u>(County in Bold)</u>          | <b>Total Loan</b><br><b>Amount</b> | <b>Total Project</b><br><b>Amount</b> | <b>Projected</b><br><b>FTE</b><br><b>Jobs</b> | <b>Projected</b><br><b>Units</b> |
|----------------------------------------------------|------------------------------------|---------------------------------------|-----------------------------------------------|----------------------------------|
| <b>CLAY</b>                                        |                                    |                                       |                                               |                                  |
| Performance Engineering and Manufacturing, Inc. I  | \$125,000                          | \$800,000                             | 30.00                                         |                                  |
| Performance Engineering and Manufacturing, Inc. II | \$180,000                          | \$2,340,083                           | 40.00                                         |                                  |
| JH Investments, LLC                                | \$1,250,000                        | \$4,095,000                           | 25.00                                         |                                  |
| JH Investments, LLC II                             | \$1,200,000                        | \$3,250,000                           | 50.00                                         |                                  |
| Masaba, Inc.                                       | \$540,000                          | \$1,361,411                           | 30.00                                         |                                  |
| Vermillion Area Chamber & Development Company      | \$2,764,428                        | \$4,760,131                           | 50.00                                         |                                  |
|                                                    | <hr/>                              | <hr/>                                 | <hr/>                                         |                                  |
|                                                    | \$6,059,428                        | \$16,606,625                          | 225.00                                        |                                  |
| <b>CODINGTON</b>                                   |                                    |                                       |                                               |                                  |
| Angus-Palm Industries, Inc. I                      | \$465,000                          | \$1,998,000                           | 170.00                                        |                                  |
| Angus-Palm Industries, Inc. II                     | \$465,000                          | \$1,850,000                           | 69.00                                         |                                  |
| Angus-Palm Industries, Inc. III                    | \$289,000                          | \$1,026,520                           | 55.00                                         |                                  |
| Angus-Palm Industries, Inc. IV                     | \$975,000                          | \$3,080,000                           | 324.00                                        |                                  |
| Benchmark Foam, Inc.                               | \$1,500,000                        | \$4,602,628                           | 12.00                                         |                                  |
| BVH, LLC                                           | \$110,000                          | \$367,500                             | 18.00                                         |                                  |
| BMW Industrial Properties, LLC                     | \$900,000                          | \$5,900,000                           | 30.00                                         |                                  |
| CurMar, LLC                                        | \$778,257                          | \$2,269,221                           | 50.00                                         |                                  |
| <b>DAP, LLC (Dakota Automation, Inc.)*</b>         | \$1,965,038                        | \$3,550,128                           | 14.00                                         |                                  |
| DBI Holdings, LLC                                  | \$500,000                          | \$1,930,000                           | 45.00                                         |                                  |
| DBI Holdings, LLC                                  | \$2,178,500                        | \$4,696,175                           | 115.00                                        |                                  |
| Dakota Bodies, Inc.                                | \$78,000                           | \$177,709                             | 19.00                                         |                                  |
| Dakota Finishing Co.                               | \$55,000                           | \$125,000                             | 12.00                                         |                                  |
| Dakota Tube, Inc. I                                | \$137,106                          | \$357,680                             | 27.00                                         |                                  |
| Dakota Tube, Inc. II                               | \$350,000                          | \$770,000                             | 60.00                                         |                                  |
| Dakota Tube, Inc. III                              | \$200,000                          | \$650,000                             | 41.00                                         |                                  |
| Dakota Tube, Inc. IV                               | \$250,000                          | \$575,000                             | 50.00                                         |                                  |
| DC Machining, Inc.                                 | \$51,795                           | \$115,100                             | 18.00                                         |                                  |
| Duralite, Inc.                                     | \$75,000                           | \$325,000                             | 16.50                                         |                                  |
| Dynamic Engineering                                | \$220,568                          | \$505,235                             | 45.00                                         |                                  |
| ESCO Mfg., Inc.                                    | \$158,000                          | \$383,700                             | 34.00                                         |                                  |
| First District Dev. Corp.                          | \$500,000                          | 500,000                               | N/A                                           |                                  |
| Global Technologies, Inc.                          | \$186,975                          | \$415,500                             | 23.00                                         |                                  |
| Hesco, Inc./Specialty Mills                        | \$87,000                           | \$389,000                             | 15.50                                         |                                  |
| Integrity Tool and Die, Inc.                       | \$125,000                          | \$300,000                             | 30.00                                         |                                  |
| McFleeg of South Dakota                            | \$300,000                          | \$3,981,025                           | 10.00                                         |                                  |
| MidAmerica Mutual Life Insurance Co.               | \$500,000                          | \$2,068,500                           | 125.00                                        |                                  |
| Moffatt Products, Inc.                             | \$579,900                          | \$1,822,700                           | 7.00                                          |                                  |
| OEM                                                | \$650,000                          | \$3,050,000                           | 123.50                                        |                                  |
| OEM II                                             | \$1,500,000                        | \$7,530,000                           | 102.00                                        |                                  |
| Persona, Inc.                                      | \$281,700                          | \$736,600                             | 82.00                                         |                                  |
| PREMIER Bankcard, Inc.                             | \$1,175,000                        | \$4,516,000                           | 398.50                                        |                                  |
| R & R Holdings, LLC                                | \$606,000                          | \$1,515,000                           | 30.00                                         |                                  |
| R & R Holdings, LLC                                | \$1,278,000                        | \$2,840,000                           | 29.00                                         |                                  |
| <b>Sentry, LLC*</b>                                | \$1,275,000                        | \$4,250,000                           | 106.00                                        |                                  |
| Superior Homes, LLC                                | \$500,000                          | \$2,600,000                           | 30.00                                         |                                  |
| Terex-Telelect, Inc.                               | \$500,000                          | \$16,400,000                          | 100.00                                        |                                  |
| The Plains Apartments, LLC                         | \$12,820,534                       | \$28,490,076                          | -                                             | 216                              |
| Tower Systems, Inc. I                              | \$135,000                          | \$550,000                             | 32.50                                         |                                  |
| Tower Systems, Inc. II                             | \$90,000                           | \$200,000                             | 18.00                                         |                                  |
| Twin City Die Castings Co.                         | \$500,000                          | \$1,145,000                           | 125.00                                        |                                  |
| Watertown Development Corp./Verifications (I)      | \$1,250,000                        | \$2,500,000                           | 112.00                                        |                                  |
| Watertown Development Corp./Global Tech (II)       | \$75,000                           | \$332,000                             | 35.00                                         |                                  |

\*Approved, not yet Funded

**REDI Fund Company Activity**

| <u>Company</u><br><u>(County in Bold)</u>                             | <b>Total Loan<br/>Amount</b> | <b>Total Project<br/>Amount</b> | <b>Projected<br/>FTE<br/>Jobs</b> | <b>Projected<br/>Units</b> |
|-----------------------------------------------------------------------|------------------------------|---------------------------------|-----------------------------------|----------------------------|
| <b>CODINGTON(Con't.)</b>                                              |                              |                                 |                                   |                            |
| Watertown Development Corp./Dakota Bodies (III)                       | \$295,000                    | \$883,713                       | 54.00                             |                            |
| Watertown Development Corp./AcroTech Midwest) (IV)                    | \$1,910,000                  | \$14,545,340                    | 157.00                            |                            |
| Watertown Development Corp./Nutting (V)                               | \$1,550,000                  | \$4,686,035                     | 30.00                             |                            |
| Watertown Development Company/Dakota Tube, Inc. (VI)                  | \$931,900                    | \$2,621,000                     | 63.00                             |                            |
| Watertown Development Company/NT Sales and Leasing, Inc. (VII)        | \$219,725                    | \$517,000                       | 22.00                             |                            |
| Watertown Development Company/Comprehensive Logistics Co., LLC (VIII) | \$2,050,560                  | \$4,858,680                     | 25.00                             |                            |
| Watertown Development Company/Dakota Tube, Inc. (IX)                  | \$897,696                    | \$2,095,392                     | 45.00                             |                            |
| Watertown Development Company/Sentry* (X)                             | \$2,500,000                  | \$5,633,200                     | 148.00                            |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$46,971,254                 | \$157,226,357                   | 3,302.50                          | 216.00                     |
| <b>CUSTER</b>                                                         |                              |                                 |                                   |                            |
| Pacer Corporation #2                                                  | \$450,000                    | \$1,113,000                     | 19.00                             |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$450,000                    | \$1,113,000                     | 19.00                             |                            |
| <b>DAVISON</b>                                                        |                              |                                 |                                   |                            |
| American Foods Group, Inc. II/Mitchell                                | \$220,600                    | \$1,220,000                     | 45.00                             |                            |
| American Foods Group, Inc. III/Mitchell                               | \$250,000                    | \$850,000                       | 62.00                             |                            |
| Boyd's Gunstock Industries, Inc. III                                  | \$125,000                    | \$325,200                       | 25.00                             |                            |
| Boyd's Gunstock Industries, Inc. IV                                   | \$135,000                    | \$449,400                       | 28.00                             |                            |
| Boyd's Gunstock Industries, Inc. V                                    | \$250,000                    | \$919,615                       | 50.00                             |                            |
| Dealer's Livestock Eqp. Center, Inc.                                  | \$220,000                    | \$600,000                       | 33.00                             |                            |
| EMI, LLC                                                              | \$750,000                    | \$3,080,000                     | 30.00                             |                            |
| Mitchell Area Dev. Corp./Verifications                                | \$700,000                    | \$2,240,000                     | 150.00                            |                            |
| TCF Industries, Inc./Axial Division                                   | \$558,800                    | \$3,279,800                     | 85.00                             |                            |
| TCF & Blower Co., LTD                                                 | \$300,000                    | \$3,300,000                     | 60.00                             |                            |
| Thermoset Products, Inc.                                              | \$1,100,000                  | \$3,400,000                     | 50.00                             |                            |
| Trail King Industries, Inc.                                           | \$125,000                    | \$2,251,900                     | 165.00                            |                            |
| Trail King Industries, Inc. II                                        | \$250,000                    | \$633,560                       | 113.50                            |                            |
| Vantage Point Solutions                                               | \$1,000,000                  | \$4,000,000                     | 46.00                             |                            |
| Vantage Point Solutions                                               | \$1,350,000                  | \$3,000,000                     | 45.00                             |                            |
| Yelroc Neuro, Inc./eyeBrain Medical, Inc.                             | \$181,102                    | \$465,529                       | 11.00                             |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$7,515,502                  | \$30,015,004                    | 998.50                            |                            |
| <b>DAY</b>                                                            |                              |                                 |                                   |                            |
| Dakota Fiberglass, Inc.                                               | \$150,000                    | \$376,000                       | 19.50                             |                            |
| Dakotah, Inc. I                                                       | \$54,000                     | \$120,000                       | 39.00                             |                            |
| Dakotah, Inc. IV                                                      | \$730,000                    | \$1,967,250                     | 146.00                            |                            |
| ESCO Manufacturing, Inc. II                                           | \$127,000                    | \$982,912                       | 30.50                             |                            |
| Steelworks, Inc.                                                      | \$90,000                     | \$235,000                       | 19.00                             |                            |
| Webster Area Development Corp. I                                      | \$300,000                    | \$600,000                       | 38.00                             |                            |
| Webster Area Development Corp. II                                     | \$322,000                    | \$600,000                       | 55.00                             |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$1,773,000                  | \$4,881,162                     | 347.00                            |                            |
| <b>DEUEL</b>                                                          |                              |                                 |                                   |                            |
| Midwest Converter Supply, Inc.                                        | \$120,000                    | \$334,689                       | 23.00                             |                            |
| SFI Machine Products, Inc.                                            | \$123,000                    | \$423,500                       | 19.00                             |                            |
| TTJ Properties, LLC                                                   | \$300,000                    | \$912,705                       | 16.00                             |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$543,000                    | \$1,670,894                     | 58.00                             |                            |
| <b>DEWEY</b>                                                          |                              |                                 |                                   |                            |
| Lakota Archery, LLC                                                   | \$100,000                    | \$265,075                       | 16.00                             |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$100,000                    | \$265,075                       | 16.00                             |                            |
| <b>DOUGLAS</b>                                                        |                              |                                 |                                   |                            |
| Prairie States Equipment/Petro-Steel, Inc.                            | \$156,000                    | \$352,000                       | 23.00                             |                            |
| Werkmeister Welding                                                   | \$300,000                    | \$800,000                       | 28.00                             |                            |
|                                                                       | <hr/>                        | <hr/>                           | <hr/>                             | <hr/>                      |
|                                                                       | \$456,000                    | \$1,152,000                     | 51.00                             |                            |

\*Approved, not yet Funded



| <b>REDI Fund Company Activity</b>                |                   |                      |                  |                  |
|--------------------------------------------------|-------------------|----------------------|------------------|------------------|
| <u>Company</u>                                   | <b>Total Loan</b> | <b>Total Project</b> | <b>Projected</b> | <b>Projected</b> |
| <u>(County in Bold)</u>                          | <b>Amount</b>     | <b>Amount</b>        | <b>FTE</b>       | <b>Units</b>     |
| <b>FALL RIVER</b>                                |                   |                      | <b>Jobs</b>      |                  |
| Art Advantage, Inc.                              | \$275,000         | \$656,000            | 35.00            |                  |
| Dakota Cinch, Inc.                               | \$150,000         | \$610,000            | 64.00            |                  |
| Mineral Technology Corporation                   | \$120,000         | \$985,000            | 15.00            |                  |
| Westrom                                          | \$208,250         | \$595,000            | 17.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$753,250         | \$2,846,000          | 131.00           |                  |
| <b>GRANT</b>                                     |                   |                      |                  |                  |
| BER Communications Corp. / Midwest Card Services | \$185,000         | \$428,000            | 110.50           |                  |
| Dakota Granite                                   | \$350,000         | \$2,153,522          | 60.00            |                  |
| Dakotah, Inc. II                                 | \$100,000         | \$350,000            | 80.00            |                  |
| Grant County Development Corporation*            | \$426,025         | \$4,101,044          | -                |                  |
| Medware of SD/Mikros USA, Inc.                   | \$250,000         | \$804,000            | 75.00            |                  |
| Montage, Inc. I                                  | \$70,000          | \$225,000            | 14.00            |                  |
| Montage, Inc. II                                 | \$240,000         | \$511,505            | 30.00            |                  |
| Sleepy Hollow Millwork                           | \$196,000         | \$600,000            | 60.00            |                  |
| United Hardware Distributing Co. I               | \$2,250,000       | \$23,000,000         | 188.00           |                  |
| United Hardware Distributing Co. II              | \$60,000          | \$250,000            | 12.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$4,127,025       | \$32,423,071         | 629.50           |                  |
| <b>GREGORY</b>                                   |                   |                      |                  |                  |
| Parker Enterprises, Inc.                         | \$100,000         | \$366,000            | 50.00            |                  |
| Ranchers Welding                                 | \$500,000         | \$1,533,000          | 30.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$600,000         | \$1,899,000          | 80.00            |                  |
| <b>HAAKON</b>                                    |                   |                      |                  |                  |
| Midland Telemarketing                            | \$30,000          | \$70,000             | 13.50            |                  |
| Scotchman Industries, Inc.                       | \$125,000         | \$845,000            | 17.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$155,000         | \$915,000            | 30.50            |                  |
| <b>HAMLIN</b>                                    |                   |                      |                  |                  |
| Davis Family South Dakota Inc.                   | \$5,000,000       | 10,000,000           | 184.00           |                  |
| Davisco International, Inc.                      | \$300,000         | \$1,233,000          | 21.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$5,300,000       | \$11,233,000         | 205.00           |                  |
| <b>HANSEN</b>                                    |                   |                      |                  |                  |
| SD Industries, Inc. (2 loans)                    | \$639,637         | \$1,421,415          | 17.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$639,637         | \$1,421,415          | 17.00            |                  |
| <b>HUGHES</b>                                    |                   |                      |                  |                  |
| Global Harvest Birdseed of SD, LLC               | \$450,000         | \$1,150,000          | 37.00            |                  |
| JR&R Partnership                                 | \$180,000         | \$527,000            | 16.00            |                  |
| MW Properties, LLC                               | \$700,000         | \$2,913,308          | 17.00            |                  |
| Pierre Economic Development Corp./ESI, Inc.      | \$440,000         | \$1,100,000          | 100.00           |                  |
| Pierre Economic Dev. Corp./Eagle Creek           | \$2,000,000       | \$5,259,300          | 157.00           |                  |
| Pierre Economic Dev. Corp./SD Pulse Processors   | \$360,000         | \$850,000            | 18.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$4,130,000       | \$11,799,608         | 345.00           |                  |
| <b>HUTCHINSON</b>                                |                   |                      |                  |                  |
| Dakota Protein Solutions*                        | \$3,837,000       | \$10,227,915         | 15.00            |                  |
| MDS Manufacturing Company, Inc.                  | \$300,000         | \$1,274,213          | 48.00            |                  |
| MDS Manufacturing Company, Inc. II               | \$600,000         | \$2,323,851          | 40.00            |                  |
| Reliance Parts Corp.                             | \$99,000          | \$220,000            | 24.00            |                  |
| TM Industries, LLC*                              | \$1,800,000       | \$5,464,109          | 8.00             |                  |
| Wildcat Manufacturing Co., Inc.                  | \$100,000         | \$332,500            | 23.00            |                  |
| Wildcat Mfg./Freeman Supply                      | \$184,500         | \$1,016,750          | 38.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$6,920,500       | \$20,859,338         | 196.00           |                  |
| <b>HYDE</b>                                      |                   |                      |                  |                  |
| Highmore Cattle Auction                          | \$100,000         | \$535,000            | 29.00            |                  |
|                                                  | <hr/>             | <hr/>                |                  |                  |
|                                                  | \$100,000         | \$535,000            | 29.00            |                  |

\*Approved, not yet Funded

**REDI Fund Company Activity**

| <u>Company</u><br><u>(County in Bold)</u>            | <b>Total Loan<br/>Amount</b> | <b>Total Project<br/>Amount</b> | <b>Projected<br/>FTE<br/>Jobs</b> | <b>Projected<br/>Units</b> |
|------------------------------------------------------|------------------------------|---------------------------------|-----------------------------------|----------------------------|
| <b>JERAULD</b>                                       |                              |                                 |                                   |                            |
| LSI, Inc.                                            | \$800,000                    | \$2,130,000                     | 100.00                            |                            |
| LSI, Inc. II                                         | \$750,000                    | \$3,800,000                     | 40.00                             |                            |
|                                                      | <hr/>                        | <hr/>                           | <hr/>                             |                            |
|                                                      | \$1,550,000                  | \$5,930,000                     | 140.00                            |                            |
| <b>KINGSBURY</b>                                     |                              |                                 |                                   |                            |
| Alvord-Polk, Inc.                                    | \$130,000                    | \$1,060,000                     | 28.00                             |                            |
| Arlington Development Corp.                          | \$163,000                    | \$388,800                       | 23.00                             |                            |
| CMI Architectural Products, Inc.                     | \$100,000                    | \$1,100,000                     | 20.50                             |                            |
| GeoFurnace Manufacturing, Inc.                       | \$182,480                    | \$597,180                       | 24.00                             |                            |
| Lyle Signs, Inc.                                     | \$110,000                    | \$275,000                       | 15.00                             |                            |
| Shinamerica, Inc.                                    | \$250,000                    | \$1,400,000                     | 45.00                             |                            |
| Shinamerica, Inc.                                    | \$446,850                    | \$998,880                       | 20.00                             |                            |
| D.T. Holding Company, Inc.                           | \$380,000                    | \$2,372,875                     | 38.00                             |                            |
|                                                      | <hr/>                        | <hr/>                           | <hr/>                             |                            |
|                                                      | \$1,762,330                  | \$8,192,735                     | 213.50                            |                            |
| <b>LAKE</b>                                          |                              |                                 |                                   |                            |
| Baron Investments, LLC                               | \$100,000                    | \$1,062,000                     | 20.00                             |                            |
| Custom Touch Homes, LLC                              | \$720,000                    | \$2,489,000                     | 48.00                             |                            |
| Falcon Plastics, Inc. I                              | \$400,000                    | \$1,350,000                     | 55.50                             |                            |
| Falcon Plastics, Inc. II                             | \$125,000                    | \$636,541                       | 25.00                             |                            |
| Gehl Company                                         | \$255,000                    | \$2,504,831                     | 51.00                             |                            |
| Integra Plastics, Inc. I                             | \$140,000                    | \$625,000                       | 28.00                             |                            |
| Integra Plastics, Inc. II                            | \$75,000                     | \$175,000                       | 15.00                             |                            |
| Integra Plastics, Inc III                            | \$181,000                    | \$753,840                       | 20.00                             |                            |
| Integra Plastics, Inc. IV                            | \$1,000,000                  | \$9,581,700                     | 26.00                             |                            |
| Lake Area Improvement Corp./Persona (I)              | \$262,500                    | \$625,000                       | 70.00                             |                            |
| Lake Area Improvement Corp./Madison Tech Center (II) | \$265,000                    | \$1,165,000                     | 30.00                             |                            |
| Lake Area Improvement Corp./Gehl (III)               | \$247,500                    | \$550,000                       | 25.00                             |                            |
| Lasercut                                             | \$90,000                     | \$200,000                       | 20.00                             |                            |
| May & Scofield, Inc.                                 | \$140,000                    | \$580,000                       | 30.00                             |                            |
| New Custom Touch Homes, Inc. I                       | \$125,000                    | \$280,000                       | 25.00                             |                            |
| New Custom Touch Homes, Inc. II                      | \$75,000                     | \$280,000                       | 15.00                             |                            |
| Paragon Custom Homes, Inc.                           | \$168,000                    | \$567,125                       | 30.00                             |                            |
| Persona, Inc. II                                     | \$450,000                    | \$2,253,000                     | 90.00                             |                            |
| PPD USA, INC. II                                     | \$50,000                     | \$645,600                       | 10.00                             |                            |
| PPD USA, INC. (UHMW)                                 | \$100,000                    | \$1,153,100                     | 12.50                             |                            |
| Raven Industries, Inc.                               | \$400,000                    | \$3,155,000                     | 90.00                             |                            |
| Rosco Manufacturing Company                          | \$200,000                    | \$950,000                       | 40.00                             |                            |
| Rosebud Manufacturing Co., Inc. II                   | \$234,500                    | \$1,119,000                     | 17.00                             |                            |
| Streff Properties, LLC                               | \$234,000                    | \$520,000                       | 11.50                             |                            |
|                                                      | <hr/>                        | <hr/>                           | <hr/>                             |                            |
|                                                      | \$6,037,500                  | \$33,220,737                    | 804.50                            |                            |
| <b>LAWRENCE</b>                                      |                              |                                 |                                   |                            |
| Deadwood Central RR Co.                              | \$80,000                     | \$235,000                       | 13.00                             |                            |
| F.L. Thorpe & Co., Inc.                              | \$256,500                    | \$713,000                       | 70.00                             |                            |
| Gems By Jim, Inc.                                    | \$100,000                    | \$460,000                       | 20.00                             |                            |
| Lehman Trikes, USA                                   | \$1,150,000                  | \$3,903,000                     | 52.00                             |                            |
| M&D Investment Group, LLC                            | \$201,330                    | \$948,700                       | 14.00                             |                            |
| NIP Manufacturing, Inc.                              | \$75,000                     | \$388,500                       | 10.00                             |                            |

\*Approved, not yet Funded

| <b>REDI Fund Company Activity</b>                           |                   |                      | <b>Projected</b> |                  |
|-------------------------------------------------------------|-------------------|----------------------|------------------|------------------|
| <b>Company</b>                                              | <b>Total Loan</b> | <b>Total Project</b> | <b>FTE</b>       | <b>Projected</b> |
| <b>(County in Bold)</b>                                     | <b>Amount</b>     | <b>Amount</b>        | <b>Jobs</b>      | <b>Units</b>     |
| <b>LAWRENCE(Con't.)</b>                                     |                   |                      |                  |                  |
| OEM Worldwide II                                            | \$1,250,000       | \$11,195,170         | 310.00           |                  |
| Paramount Technical Products                                | \$130,000         | \$742,163            | 31.00            |                  |
| PG Technology                                               | \$500,000         | \$2,500,000          | 50.00            |                  |
| Precision Blending of Idaho                                 | \$405,000         | \$850,000            | 15.00            |                  |
| RAMVAC Corporation                                          | \$100,000         | \$550,000            | 12.00            |                  |
| Spearfish Economic Development Corp.                        | \$1,000,000       | \$3,025,374          | 277.00           |                  |
| Tri-State, LTD.                                             | \$208,000         | \$620,000            | 35.00            |                  |
|                                                             | <hr/>             | <hr/>                | <hr/>            |                  |
|                                                             | \$5,455,830       | \$26,130,907         | 909.00           |                  |
| <b>LINCOLN</b>                                              |                   |                      |                  |                  |
| Adams Holding, LLC                                          | \$1,206,067       | \$2,680,149          | 33.00            |                  |
| Advanced Ag Products, LC                                    | \$787,500         | \$1,750,000          | 22.00            |                  |
| Agile Manufacturing, LLC                                    | \$684,968         | \$3,955,500          | 25.00            |                  |
| Canton Economic Development Corp./Adams Holdings, LLC (I)   | \$1,250,000       | \$6,200,000          | 150.00           |                  |
| Canton Economic Development Corp./Adams Holdings, LLC (II)  | \$995,000         | \$5,852,000          | 70.00            |                  |
| Canton Economic Development Corp./Adams Holdings, LLC (III) | \$1,575,000       | \$4,775,000          | 89.00            |                  |
| Canton Economic Development Corp./Adams Holdings, LLC (IV)  | \$1,600,000       | \$3,600,000          | 146.00           |                  |
| CMI Terex Corporation                                       | \$2,205,000       | \$4,860,000          | 6.00             |                  |
| Century Custom Molding, Inc.                                | \$520,000         | \$1,156,000          | 23.00            |                  |
| DeGeest Manufacturing Co.                                   | \$50,000          | \$210,000            | 12.00            |                  |
| <b>DeGeest Corp*</b>                                        | \$3,500,000       | \$10,000,000         | 43.00            |                  |
| Harvard Integrations, LP                                    | \$716,000         | \$1,790,000          | 16.00            |                  |
| Harvard Integrations, LP (II)                               | \$1,438,000       | \$3,595,000          | see above        |                  |
| Harvard Integrations, LP (III)                              | \$1,332,800       | \$3,332,000          | see above        |                  |
| K-Products, Inc.                                            | \$500,000         | \$3,450,000          | 100.00           |                  |
| Kerry K Engle Separate Property Trust                       | \$607,500         | \$1,350,000          | 40.00            |                  |
| Lennox Area Dev. Corp. (WARE Mfg.) (Parkview)               | \$750,000         | \$4,650,000          | 100.00           |                  |
| LD Development, LLC (Roto Mold)                             | \$256,500         | \$780,000            | 44.00            |                  |
| LD Development, LLC (Roto Mold) (II)                        | \$170,000         | \$680,000            | see above        |                  |
| Omega Liner Company, Inc.                                   | \$888,750         | \$1,975,000          | 10.00            |                  |
| Omega Liner Company, Inc. (II)                              | \$508,750         | \$2,035,000          | see above        |                  |
| Roto Mold, LLC                                              | \$1,085,000       | \$2,718,263          | 7.00             |                  |
| Showplace Wood Products, Inc. (I)                           | \$500,000         | \$2,482,900          | 99.00            |                  |
| Showplace Wood Products, Inc. (II)                          | \$464,801         | \$1,401,779          | 65.00            |                  |
| Showplace Wood Products, Inc. (III)                         | \$320,500         | \$1,627,529          | 308.00           |                  |
| Showplace Wood Products, Inc. (IV)                          | \$500,000         | \$2,731,794          | 173.00           |                  |
| Showplace Wood Products, Inc. (V)                           | \$500,000         | \$2,388,722          | 163.00           |                  |
| Showplace Wood Products, Inc. (VI)                          | \$278,100         | \$618,000            | 168.00           |                  |
| Tea Industries, Inc.                                        | \$150,000         | \$333,000            | 80.00            |                  |
| Weisser Properties, LLC                                     | \$945,000         | \$2,100,000          | 20.00            |                  |
| Weisser Properties, LLC (II)                                | \$180,000         | \$400,000            | 10.00            |                  |
|                                                             | <hr/>             | <hr/>                | <hr/>            |                  |
|                                                             | \$26,465,236      | \$85,477,636         | 2,022.00         |                  |
| <b>MARSHALL</b>                                             |                   |                      |                  |                  |
| Sheldahl, Inc.                                              | \$750,000         | \$2,850,000          | 150.00           |                  |
| Truss-Pros, Inc.                                            | \$171,000         | \$575,000            | 13.75            |                  |
| Veblen Cheese Factory, Inc.                                 | \$292,500         | \$650,000            | 33.00            |                  |
|                                                             | <hr/>             | <hr/>                | <hr/>            |                  |
|                                                             | \$1,213,500       | \$4,075,000          | 196.75           |                  |
| <b>MCCOOK</b>                                               |                   |                      |                  |                  |
| Bridgewater Quality Meats                                   | \$250,000         | \$965,000            | 50.00            |                  |
| Buhler Industries, Inc.                                     | \$1,300,000       | \$3,000,000          | 47.00            |                  |
| Feterl Acquisition Corporation                              | \$600,000         | \$3,174,000          | 83.00            |                  |
| Rosebud Manufacturing Company, Inc.                         | \$100,000         | \$371,750            | 19.50            |                  |
|                                                             | <hr/>             | <hr/>                | <hr/>            |                  |
|                                                             | \$2,250,000       | \$7,510,750          | 199.50           |                  |
| <b>MCPHERSON</b>                                            |                   |                      |                  |                  |
| Day Break, Inc.                                             | \$25,000          | \$50,000             | 17.50            |                  |
| Eureka Development Corporation/Connect (I)                  | \$290,000         | \$390,000            | 71.00            |                  |
| Eureka Development Corporation/Addax (II)                   | \$125,000         | \$473,000            | 160.00           |                  |
|                                                             | <hr/>             | <hr/>                | <hr/>            |                  |
|                                                             | \$440,000         | \$913,000            | 248.50           |                  |

\*Approved, not yet Funded

**REDI Fund Company Activity**

| <b>Company<br/>(County in Bold)</b>                       | <b>Total Loan<br/>Amount</b> | <b>Total Project<br/>Amount</b> | <b>Projected<br/>FTE<br/>Jobs</b> | <b>Projected<br/>Units</b> |
|-----------------------------------------------------------|------------------------------|---------------------------------|-----------------------------------|----------------------------|
| <b>MEADE</b>                                              |                              |                                 |                                   |                            |
| Cor-Bon Bullets, Inc.                                     | \$60,000                     | \$455,000                       | 36.00                             |                            |
| Glenwood/Loan Tree                                        | \$13,500                     | \$30,000                        | 6.00                              |                            |
| <b>M.A. Murphy, LLC (Murphy Company, Inc.)*</b>           | \$969,741                    | \$2,281,744                     | 30.00                             |                            |
| Sturgis Industrial Dev. Corp./Galena Industries (I)       | \$175,000                    | \$362,500                       | 25.00                             |                            |
| Sturgis Industrial Dev. Corp./CycleGreen Corporation (II) | \$300,250                    | \$709,300                       | 98.00                             |                            |
| Sturgis Industrial Dev. Crop./Dakota Arms, Inc. (III)     | \$110,000                    | \$308,000                       | 12.00                             |                            |
| Tower Stools                                              | \$25,000                     | \$100,000                       | 11.00                             |                            |
|                                                           | <b>\$1,653,491</b>           | <b>\$4,246,544</b>              | <b>218.00</b>                     |                            |
| <b>MINER</b>                                              |                              |                                 |                                   |                            |
| Jan's Frozen Foods                                        | \$325,000                    | \$1,630,000                     | 67.00                             |                            |
| WrapIt Corporation                                        | \$100,000                    | \$2,811,160                     | 90.50                             |                            |
| Miner Co. Revitalization                                  | \$725,000                    | \$1,647,296                     | 46.00                             |                            |
| WM3D SD Properties, LLC                                   | \$468,750                    | \$800,000                       | 63.00                             |                            |
|                                                           | <b>\$1,618,750</b>           | <b>\$6,888,456</b>              | <b>266.50</b>                     |                            |
| <b>MINNEHAHA</b>                                          |                              |                                 |                                   |                            |
| American Western Corporation                              | \$450,000                    | \$1,000,000                     | 90.00                             |                            |
| AmeriPharm Inc.                                           | \$1,000,000                  | \$4,750,000                     | 201.00                            |                            |
| Bell Paper Box, Inc.                                      | \$200,000                    | \$750,000                       | 66.00                             |                            |
| Bellmark Properties, Inc.                                 | \$778,000                    | \$1,731,000                     | 95.00                             |                            |
| Carl V. Carlson                                           | \$1,420,000                  | \$4,696,175                     | 30.00                             |                            |
| Central States Fire Apparatus, LLC                        | \$400,000                    | \$1,183,000                     | 45.00                             |                            |
| Component Manufacturing Company                           | \$240,000                    | \$600,000                       | 37.00                             |                            |
| Crimson Fire, Inc.                                        | \$1,250,000                  | \$3,075,500                     | 15.00                             |                            |
| Del's Cabinets, Inc.                                      | \$45,000                     | \$100,000                       | 12.50                             |                            |
| Design Tanks, Inc.                                        | \$900,000                    | \$2,013,750                     | 58.00                             |                            |
| Dressen Custom Trailers, Inc.                             | \$73,636                     | \$298,636                       | 15.00                             |                            |
| Electronic Systems, Inc. I                                | \$245,000                    | \$545,000                       | 39.00                             |                            |
| Electronic Systems, Inc. II                               | \$305,000                    | \$1,255,000                     | 61.00                             |                            |
| Elston Equipment, Inc.                                    | \$33,750                     | \$75,000                        | 14.00                             |                            |
| Forever New (Neoverures), Inc.                            | \$40,000                     | \$110,000                       | 8.50                              |                            |
| Gateway, Inc. IV                                          | \$2,000,000                  | \$14,840,000                    | 645.00                            |                            |
| Graco, Inc.                                               | \$750,000                    | \$8,442,000                     | 119.00                            |                            |
| Harbor Group Investments, LLC                             | \$810,000                    | \$1,900,000                     | 59.00                             |                            |
| Harbor Group Investments, LLC (II)                        | \$1,613,000                  | \$4,032,500                     | 30.00                             |                            |
| Hematech, LLC I                                           | \$200,000                    | \$835,000                       | 30.50                             |                            |
| Hematech, LLC II                                          | \$325,000                    | \$709,600                       | 21.00                             |                            |
| High Performance Engineering                              | \$67,000                     | \$165,000                       | 10.00                             |                            |
| Hutchinson Technology, Inc. I                             | \$1,500,000                  | \$3,500,000                     | 350.00                            |                            |
| Hutchinson Technology, Inc. II                            | \$1,500,000                  | \$3,740,000                     | 377.00                            |                            |
| InterActive, Inc.                                         | \$40,000                     | \$90,000                        | 28.50                             |                            |
| Labelcrafters of South Dakota, Inc. I                     | \$17,500                     | \$43,000                        | 4.00                              |                            |
| Labelcrafters of South Dakota, Inc. II                    | \$20,000                     | \$265,000                       | 4.00                              |                            |
| LodgeNet Entertainment Corp.                              | \$1,000,000                  | \$14,114,364                    | 225.00                            |                            |
| Lou-Rich, Inc.                                            | \$91,400                     | \$209,000                       | 24.00                             |                            |
| Lumber Exchange, LLC                                      | \$3,500,000                  | \$9,581,700                     | N/A                               |                            |
| Luverne Truck Equipment Inc.                              | \$400,000                    | \$1,300,000                     | 305.00                            |                            |
| Maguire Tank, Inc.                                        | \$175,000                    | \$1,350,000                     | 31.00                             |                            |
| Marmen Energy Company                                     | \$5,000,000                  | \$48,000,000                    | 250.00                            |                            |
| Midwest Precision Tool & Die, Inc.                        | \$250,000                    | \$2,589,400                     | 50.00                             |                            |
| Mitographers, Inc.                                        | \$175,000                    | \$750,000                       | 28.00                             |                            |
| Nordic Advantage, Inc.                                    | \$1,500,000                  | \$3,350,000                     | 300.00                            |                            |
| Omnitech, Inc                                             | \$214,650                    | \$477,000                       | 30.00                             |                            |
| Raven Industries, Inc.                                    | \$400,000                    | \$2,700,000                     | 646.00                            |                            |
| Raven Industries, Inc. II                                 | \$105,000                    | \$795,000                       | 23.00                             |                            |
| RPC Land, LLC                                             | \$845,000                    | \$1,879,383                     | 17.00                             |                            |

\*Approved, not yet Funded

| <b>REDI Fund Company Activity</b>                  |                     |                      | <b>Projected</b> |                  |
|----------------------------------------------------|---------------------|----------------------|------------------|------------------|
| <b>Company</b>                                     | <b>Total Loan</b>   | <b>Total Project</b> | <b>FTE</b>       | <b>Projected</b> |
| <b>(County in Bold)</b>                            | <b>Amount</b>       | <b>Amount</b>        | <b>Jobs</b>      | <b>Units</b>     |
| <b>MINNEHAHA(Con't)</b>                            |                     |                      |                  |                  |
| Sencore, Inc.                                      | \$350,000           | \$780,000            | 70.00            |                  |
| Sioux Falls Development Foundation                 | \$668,250           | \$1,960,000          | 132.00           |                  |
| SODA Partners, LLC #3                              | \$1,100,000         | \$2,693,618          | 85.00            |                  |
| SolCom, Inc.                                       | \$669,000           | \$2,619,000          | 100.00           |                  |
| Specialized Card Services I                        | \$750,000           | \$2,056,582          | 150.00           |                  |
| Specialized Card Services II                       | \$400,000           | \$1,888,889          | 170.00           |                  |
| Specialized Card Services III                      | \$850,000           | \$889,750            | 80.00            |                  |
| Specialized Card Services IV                       | \$1,500,000         | \$5,992,717          | 300.00           |                  |
| Specialized Card Services V                        | \$1,300,000         | \$5,187,888          | 260.00           |                  |
| StarMark, Inc.                                     | \$315,000           | \$700,000            | 63.00            |                  |
| South Eastern Development Foundation               | \$500,000           | \$500,000            | N/A              |                  |
| Sioux Falls Development Foundation/Foundation Park | \$8,500,000         | \$29,000,000         | 850.00           |                  |
| Tel-Drug                                           | \$1,400,000         | \$6,200,000          | 214.00           |                  |
| Tiger Corporation                                  | \$381,600           | \$954,000            | 118.00           |                  |
| Total Fire Protection, Inc.                        | \$300,000           | \$2,025,000          | 30.00            |                  |
| Tower Properties, LLC                              | \$1,537,500         | \$4,000,000          | 65.00            |                  |
| Valentine Technology, Inc.                         | \$200,000           | \$1,050,000          | 75.00            |                  |
| Wheeler Tank Manufacturing, Inc.                   | \$200,000           | \$550,000            | 39.00            |                  |
| Wheeler Tank Manufacturing, Inc. II                | \$100,000           | \$330,000            | 22.00            |                  |
| Weisser Falls Properties, LLC                      | \$1,241,000         | \$2,758,500          | 20.00            |                  |
| Yellow Freight System, Inc.                        | \$750,000           | \$2,223,250          | 127.00           |                  |
|                                                    | <b>\$52,891,286</b> | <b>\$222,200,202</b> | <b>7,364.00</b>  |                  |
| <b>MOODY</b>                                       |                     |                      |                  |                  |
| Dakota Layers Coop. I                              | \$400,000           | \$9,290,000          | 21.00            |                  |
| Dakota Layers Coop II                              | \$1,500,000         | \$4,941,996          | 40.00            |                  |
|                                                    | <b>\$1,900,000</b>  | <b>\$14,231,996</b>  | <b>61.00</b>     |                  |
| <b>PENNINGTON</b>                                  |                     |                      |                  |                  |
| Accuracy Inc.                                      | \$50,000            | \$393,000            | 15.00            |                  |
| All-Mark/Claussen, Inc.                            | \$76,050            | \$169,000            | 53.50            |                  |
| American Concrete Equipment Corp.                  | \$450,000           | \$1,440,000          | 41.00            |                  |
| Baker Timber Products, Inc.                        | \$250,000           | \$640,000            | 31.00            |                  |
| Biofoam Corporation                                | \$200,000           | \$750,000            | 60.50            |                  |
| Black Hills Fiberglass, LLC                        | \$1,000,000         | \$3,465,000          | 36.00            |                  |
| Black Hills Molding, Inc.                          | \$120,000           | \$450,000            | 20.00            |                  |
| Black Hills Silver, Inc.                           | \$90,000            | \$221,396            | 14.00            |                  |
| Casto Travel, Inc.                                 | \$185,000           | \$405,000            | 67.00            |                  |
| Conseco Fin. Serv. Corp. I                         | \$2,000,000         | \$5,000,000          | 347.00           |                  |
| Conseco Fin. Serv. Corp. II                        | \$1,500,000         | \$5,022,656          | 225.00           |                  |
| Conseco Fin. Serv. Corp. III                       | \$250,000           | \$1,352,590          | 90.00            |                  |
| Custom Packaging Systems, Inc. I                   | \$177,500           | \$685,000            | 85.00            |                  |
| Custom Packaging Systems, Inc. II                  | \$100,000           | \$400,000            | 20.00            |                  |
| Custom Packaging Systems, Inc. III                 | \$100,000           | \$248,000            | 55.00            |                  |
| Custom Packaging Systems, Inc. IV                  | \$50,000            | \$112,000            | 83.00            |                  |
| Dakota Fire Systems, Inc.                          | \$225,000           | \$666,130            | 15.00            |                  |
| Dakota Ventures, Inc. I                            | \$50,000            | \$150,000            | N/A              |                  |
| Dakota Ventures, Inc. II                           | \$75,000            | \$225,000            | N/A              |                  |
| Deadwood BioFuels, LLC                             | \$524,480           | \$2,700,000          | 30.00            |                  |
| Envirocare, Inc.                                   | \$40,000            | \$91,900             | 34.00            |                  |
| Fenske Printing, Inc.                              | \$400,000           | \$1,500,000          | 42.00            |                  |
| GFI America, Inc. I                                | \$1,500,000         | \$10,125,000         | 235.00           |                  |

\*Approved, not yet Funded

| <b>REDI Fund Company Activity</b>                                    |                     |                      |                  |                  |
|----------------------------------------------------------------------|---------------------|----------------------|------------------|------------------|
| <u>Company</u>                                                       | <b>Total Loan</b>   | <b>Total Project</b> | <b>Projected</b> | <b>Projected</b> |
| <b>(County in Bold)</b>                                              | <b>Amount</b>       | <b>Amount</b>        | <b>FTE</b>       | <b>Units</b>     |
| <b>Jobs</b>                                                          |                     |                      |                  |                  |
| <b>PENNINGTON(Con't.)</b>                                            |                     |                      |                  |                  |
| GFI America, Inc. II                                                 | \$1,000,000         | \$3,125,000          | 115.00           |                  |
| Gunderson Manufacturing Company                                      | \$60,000            | \$160,000            | 12.00            |                  |
| H.F. Webster, Inc.                                                   | \$260,000           | \$577,000            | 10.00            |                  |
| H-S Precision, Inc. I                                                | \$175,000           | \$825,000            | 42.00            |                  |
| H-S Precision, Inc. II                                               | \$125,000           | \$300,000            | 25.00            |                  |
| H-S Precision, Inc. III                                              | \$180,000           | \$400,000            | 30.00            |                  |
| Hi-Qual Manufacturing, Inc. I                                        | \$300,000           | \$1,600,000          | 43.00            |                  |
| Hoag Land Company, LLC                                               | \$163,000           | \$923,000            | 17.00            |                  |
| <b>IMP Properties, LLC(Innovative Materials and Processes, LLC)*</b> | \$617,828           | \$2,179,981          | 19.00            |                  |
| Intrinsic Materials Corp.                                            | \$594,000           | \$1,495,442          | 229.00           |                  |
| Landstrom's                                                          | \$700,000           | \$9,185,000          | 140.00           |                  |
| Lyteware Enterprises                                                 | \$55,000            | \$196,000            | 11.00            |                  |
| Magnum Diamond I                                                     | \$80,000            | \$250,000            | 11.00            |                  |
| Magnum Diamond II                                                    | \$90,000            | \$208,950            | 22.00            |                  |
| MEMSense, LLC                                                        | \$90,000            | \$225,000            | 5.00             |                  |
| MPI, Inc.                                                            | \$825,000           | \$1,871,420          | 168.00           |                  |
| Phase Technologies                                                   | \$583,500           | \$3,000,000          | 214.00           |                  |
| Phase Technologies Partners, LLC                                     | \$290,000           | \$1,158,527          | 27.00            |                  |
| Precision Prototype                                                  | \$50,000            | \$172,600            | 7.00             |                  |
| RIDCO, Inc.                                                          | \$500,000           | \$1,680,000          | 103.00           |                  |
| Riley Roo, LLC                                                       | \$300,000           | \$750,000            | 17.00            |                  |
| Riss Brothers Millwork, Inc. I                                       | \$100,000           | \$1,130,000          | 28.00            |                  |
| Riss Brothers Millwork, Inc. II                                      | \$150,000           | \$544,000            | 34.00            |                  |
| Riss Brothers Millwork, Inc. III                                     | \$205,000           | \$655,000            | 55.00            |                  |
| Risstone Casegoods, Inc.                                             | \$280,000           | \$630,000            | 82.00            |                  |
| RMA                                                                  | \$72,525            | \$221,167            | 77.50            |                  |
| SCI Technology, Inc.                                                 | \$1,500,000         | \$15,203,122         | 417.00           |                  |
| SSM, LLC                                                             | \$370,500           | \$1,140,000          | 48.00            |                  |
| Spiegel Teleservices, Inc.                                           | \$1,750,000         | \$7,445,000          | 360.50           |                  |
| Terryberry Company                                                   | \$150,000           | \$1,350,000          | 30.00            |                  |
| <b>TTL Holdings, LLC (Engineered Concrete Products)*</b>             | \$1,192,500         | \$6,815,000          | 17.00            |                  |
| West River Foundation - RRLF                                         | \$500,000           | \$500,000            | N/A              |                  |
| Workrite Uniform Co.                                                 | \$1,275,000         | \$7,905,000          | 124.00           |                  |
|                                                                      | <b>\$23,996,883</b> | <b>\$110,032,881</b> | <b>4,139.00</b>  |                  |
| <b>PERKINS</b>                                                       |                     |                      |                  |                  |
| Wheeler Manufacturing Co., Inc.                                      | \$100,000           | \$311,000            | 20.00            |                  |
| Wheeler Manufacturing Co., Inc. II                                   | \$150,000           | \$350,000            | 30.00            |                  |
|                                                                      | <b>\$250,000</b>    | <b>\$661,000</b>     | <b>50.00</b>     |                  |
| <b>ROBERTS</b>                                                       |                     |                      |                  |                  |
| Cattail Company, LLP                                                 | \$150,000           | \$1,050,000          | 33.00            |                  |
| Cattail Company, LLP II                                              | \$2,000,000         | \$6,800,000          | 82.00            |                  |
| Cattail Company, LLC III                                             | \$441,900           | \$1,914,238          | 60.00            |                  |
| One-Ten Corporation                                                  | \$250,000           | \$1,768,000          | 210.00           |                  |
| Northeast SD Economic Development (RLF)                              | \$500,000           | \$500,000            | N/A              |                  |
| Schiltz Foods, Inc.                                                  | \$323,541           | \$718,980            | 73.00            |                  |
| Sisseton Development Company/Connectino                              | \$400,000           | \$901,133            | 120.00           |                  |
| Sisseton Econ. Dev./Power Sentry (RLF)                               | \$290,277           | \$290,277            | N/A              |                  |
|                                                                      | <b>\$4,355,718</b>  | <b>\$13,942,628</b>  | <b>578.00</b>    |                  |
| <b>SANBORN</b>                                                       |                     |                      |                  |                  |
| Dak-Pak, LLC                                                         | \$1,080,000         | \$2,400,000          | 53.00            |                  |
| Van Dyke Supply Company, Inc.                                        | \$1,000,000         | \$1,000,000          | 100.00           |                  |
|                                                                      | <b>\$2,080,000</b>  | <b>\$3,400,000</b>   | <b>153.00</b>    |                  |

\*Approved, not yet Funded

| <b>REDI Fund Company Activity</b>                 |                   |                      |                  |                  |
|---------------------------------------------------|-------------------|----------------------|------------------|------------------|
| <b><u>Company</u></b>                             | <b>Total Loan</b> | <b>Total Project</b> | <b>Projected</b> | <b>Projected</b> |
| <b><u>(County in Bold)</u></b>                    | <b>Amount</b>     | <b>Amount</b>        | <b>FTE</b>       | <b>Units</b>     |
|                                                   |                   |                      | <b>Jobs</b>      |                  |
| <b>SPINK</b>                                      |                   |                      |                  |                  |
| Markley Millwork                                  | \$65,000          | \$420,000            | 13.00            |                  |
| Redfield Industrial Dev. Corp./ACI                | \$355,000         | \$605,000            | 75.00            |                  |
|                                                   | \$420,000         | \$1,025,000          | 88.00            |                  |
| <b>TODD</b>                                       |                   |                      |                  |                  |
| Rosebud Community Landfill                        | \$22,500          | \$111,000            | 4.00             |                  |
|                                                   | \$22,500          | \$111,000            | 4.00             |                  |
| <b>TURNER</b>                                     |                   |                      |                  |                  |
| Bowden's Automated Products                       | \$100,000         | \$300,000            | 50.00            |                  |
| Centerville Manufacturing, LLC*                   | \$675,000         | \$3,007,000          | 13.50            |                  |
| ProCon Products, Inc.                             | \$20,000          | \$64,149             | 4.00             |                  |
|                                                   | \$795,000         | \$3,371,149          | 67.50            |                  |
| <b>UNION</b>                                      |                   |                      |                  |                  |
| 2400 North Lincoln Management Corp.               | \$315,000         | \$700,000            | 89.00            |                  |
| AaLadin Industries, Inc. I                        | \$43,000          | \$175,183            | 34.00            |                  |
| AaLadin Industries, Inc. II                       | \$205,000         | \$603,740            | 41.00            |                  |
| Alkota Cleaning Systems, Inc.                     | \$200,000         | \$621,000            | 25.00            |                  |
| Beef Products, Inc.                               | \$200,000         | \$2,391,814          | 33.00            |                  |
| Brown Commercial Construction Co.                 | \$440,000         | \$980,000            | 15.00            |                  |
| CSJ Properties, LLC                               | \$100,000         | \$445,000            | 8.00             |                  |
| Direct Transit, Inc. I                            | \$200,000         | \$677,081            | 49.00            |                  |
| Direct Transit, Inc. II                           | \$500,000         | \$2,524,000          | 173.00           |                  |
| Enviro Safe Air, Inc.                             | \$120,000         | \$300,000            | 24.50            |                  |
| Gateway, Inc. I                                   | \$700,000         | \$8,697,051          | 245.00           |                  |
| Gateway, Inc. II                                  | \$250,000         | \$1,242,715          | 154.00           |                  |
| Gateway, Inc. III                                 | \$1,000,000       | \$11,000,000         | 1213.00          |                  |
| Heartland Quality Foods/IAMS Co., Inc.            | \$357,500         | \$4,200,000          | 62.00            |                  |
| ibp, Inc. I                                       | \$800,000         | \$3,100,000          | 100.00           |                  |
| ibp, Inc. II                                      | \$3,000,000       | \$25,100,000         | 578.00           |                  |
| JMo Holdings, LLC                                 | \$3,600,000       | \$8,000,000          | 50.00            |                  |
| Manitex Load King                                 | \$1,012,500       | \$2,610,000          | 28.00            |                  |
| MDMT, Inc.                                        | \$320,000         | \$1,000,000          | 39.00            |                  |
| NextBeam, LLC                                     | \$3,000,000       | \$7,000,000          | 119.00           |                  |
| North Sioux City Economic Development Corporation | \$10,500,000      | \$21,000,000         | 1.00             |                  |
| Prince Manufacturing Corporation                  | \$400,000         | \$3,935,000          | 50.00            |                  |
| Red's All Natural, LLC                            | \$2,133,276       | \$4,740,613          | 40.50            |                  |
| Southeast Farmers Elevator                        | \$750,000         | \$4,818,000          | 6.50             |                  |
| Steck Wholesale Foods, Inc.                       | \$450,000         | \$1,800,000          | 20.00            |                  |
| Tower Engineering                                 | \$55,000          | \$265,000            | 12.00            |                  |
| Tristate Laminated Doors/Components               | \$150,000         | \$1,200,000          | 37.00            |                  |
|                                                   | \$30,801,276      | \$119,126,197        | 3,246.50         |                  |
| <b>WALWORTH</b>                                   |                   |                      |                  |                  |
| Blaze Technologies, Inc.                          | \$40,000          | \$66,700             | 8.00             |                  |
| DMCO, Inc.                                        | \$36,000          | \$145,000            | 7.00             |                  |
| Mobridge Economic Dev. Corp.                      | \$290,000         | \$780,000            | 150.00           |                  |
| One World Distribution, Inc.                      | \$148,000         | \$330,000            | 51.00            |                  |
|                                                   | \$514,000         | \$1,321,700          | 216.00           |                  |

\*Approved, not yet Funded

**REDI Fund Company Activity****Company****(County in Bold)****YANKTON**

|                                           | <b>Total Loan<br/>Amount</b> | <b>Total Project<br/>Amount</b> | <b>Projected<br/>FTE<br/>Jobs</b> | <b>Projected<br/>Units</b> |
|-------------------------------------------|------------------------------|---------------------------------|-----------------------------------|----------------------------|
| Applied Engineering, Inc.                 | \$250,000                    | \$1,600,000                     | 39.00                             |                            |
| Areawide Business Council – RRLF          | \$500,000                    | \$500,000                       | N/A                               |                            |
| Dakota Real Properties, LLC               | \$563,705                    | \$2,304,823                     | 32.00                             |                            |
| Ehresmann Engineering, Inc.               | \$125,000                    | \$350,000                       | 15.00                             |                            |
| Excelltech, Inc.                          | \$81,000                     | \$182,000                       | 14.00                             |                            |
| Fox Run Townhomes, LLC                    | \$4,864,725                  | \$10,810,500                    | -                                 | 72                         |
| Hastings Manufacturing                    | \$500,000                    | \$1,576,000                     | 55.00                             |                            |
| M-Tron                                    | \$296,000                    | \$1,200,000                     | 126.00                            |                            |
| Shur Company I                            | \$255,000                    | \$940,685                       | 48.00                             |                            |
| Shur Company II                           | \$150,000                    | \$533,204                       | 30.00                             |                            |
| Shur Company III                          | \$240,000                    | \$646,400                       | 50.50                             |                            |
| Summit Precision, Inc.                    | \$500,000                    | \$2,330,000                     | 85.00                             |                            |
| Wentz Commercial Properties, LLC          | \$397,000                    | \$1,588,000                     | 17.00                             |                            |
| Yankton Area Progressive/L&M Radiator (I) | \$830,000                    | \$2,261,497                     | 53.00                             |                            |
| Yankton Area Progressive/L&M Radiator(II) | \$924,525                    | \$2,239,940                     | 105.00                            |                            |
|                                           | <b>\$10,476,955</b>          | <b>\$29,063,049</b>             | <b>669.50</b>                     | <b>72.00</b>               |

**FY 1987-2024****GRAND TOTAL:**

|                      |                        |                  |               |
|----------------------|------------------------|------------------|---------------|
| <b>\$329,759,155</b> | <b>\$1,466,596,184</b> | <b>34,975.25</b> | <b>369.00</b> |
|----------------------|------------------------|------------------|---------------|

\*Approved, not yet Funded

**NOTE: Totals only include loans approved and funded. All loans approved, but never funded (and officially withdrawn) are listed separately on the following pages.**

\*Approved, not yet Funded



| <b>Withdrawn Loans</b>                      | <b>Total Loan Amount</b> | <b>Total Project Amount</b> | <b>Projected FTE Jobs</b> | <b>Projected Units</b> |
|---------------------------------------------|--------------------------|-----------------------------|---------------------------|------------------------|
| <b>Company</b>                              |                          |                             |                           |                        |
| Aberdeen Development Corporation IV         | \$1,500,000              | \$6,300,000                 | 125.00                    |                        |
| Aberdeen Development Corporation/ IP USA    | \$2,100,000              | \$7,738,883                 | 65.00                     |                        |
| Acquistion Group III, LLC                   | \$3,099,384              | \$9,633,845                 | 201.00                    |                        |
| Acrylics by Jane of SD Inc.                 | \$170,000                | \$600,000                   | 31.50                     |                        |
| Adams Holding, LLC II                       | \$2,000,000              | \$4,500,000                 | 50.00                     |                        |
| Albany Farms, LLC                           | \$4,500,000              | \$10,000,000                | 150.00                    |                        |
| Anderson Seed Co., Inc.                     | \$256,650                | \$3,374,218                 | 22.00                     |                        |
| Applied Engineering, Inc. (II)              | \$1,122,600              | \$2,494,670                 | 6.00                      |                        |
| APA Optics, Inc.                            | \$300,000                | \$6,375,000                 | 106.00                    |                        |
| Bar -Sto Precision Machine                  | \$175,000                | \$389,500                   | 18.00                     |                        |
| BioChem Building Applications #1            | \$300,000                | \$1,200,000                 | 25.00                     |                        |
| Bioverse, Inc.                              | \$200,000                | \$620,000                   | 27.00                     |                        |
| Bell Farms, LLP                             | \$500,000                | \$3,000,000                 | 8.00                      |                        |
| Cimpl Meats, Inc.                           | \$200,000                | \$700,000                   | 8.00                      |                        |
| CJ Stengel, Inc.                            | \$200,000                | \$1,341,425                 | 4.00                      |                        |
| Clark Area New Horizons, LLC                | \$765,000                | \$1,700,000                 | 78.00                     |                        |
| CoEv, Inc.                                  | \$1,250,000              | \$4,120,000                 | 249.00                    |                        |
| Conseco Fin. Serv. Corp. IV                 | \$1,000,000              | \$3,566,000                 | 200.00                    |                        |
| CoSentry Dakotas, LLC                       | \$100,000                | \$326,525                   | 9.00                      |                        |
| Dakota Machine Service, Inc.                | \$70,000                 | \$180,000                   | 11.00                     |                        |
| Davisco Int. Inc                            | \$262,000                | \$9,517,000                 | 63.00                     |                        |
| Dayton Rogers Manufacturing                 | \$750,000                | \$4,502,964                 | 90.00                     |                        |
| DeSCo Architectural, Inc                    | \$75,000                 | \$75,000                    | 31.00                     |                        |
| Dove Performance Parts, Inc.                | \$180,000                | \$400,000                   | 32.50                     |                        |
| Doyle Family Land Company, LLC              | \$1,755,000              | \$3,900,000                 | 33.00                     |                        |
| EMI Properties, LLC                         | \$898,450                | \$3,606,282                 | 27.00                     |                        |
| EMPI Inc.                                   | \$450,000                | \$1,100,000                 | 175.50                    |                        |
| EPS Technologies                            | \$213,750                | \$213,750                   | 144.00                    |                        |
| EPS Technologies                            | \$225,000                | \$225,000                   | 144.00                    |                        |
| Farmers Union Industries, LLC               | \$3,600,000              | \$12,400,000                | 30.00                     |                        |
| Faultless Nutting, Inc.                     | \$450,000                | \$1,000,000                 | 250.00                    |                        |
| FIMCO, Inc.                                 | \$575,000                | \$9,357,024                 | 83.25                     |                        |
| Fiedler Holdings, LLC                       | \$1,152,338              | \$2,560,750                 | 26.00                     |                        |
| Front Line Chemical, LLC                    | \$150,000                | \$510,000                   | 16.00                     |                        |
| Gage Brothers Concrete Products, Inc.       | \$2,500,000              | \$30,500,000                | 48.00                     |                        |
| Hansen Manufacturing Corp.                  | \$5,000,000              | \$18,442,371                | 50.00                     |                        |
| Hilton Development Corporation              | \$350,000                | \$6,190,000                 | 37.75                     |                        |
| Hi-Qual Manufacturing, Inc. II              | \$500,000                | \$2,000,000                 | 58.00                     |                        |
| Integra Plastics, Inc. V                    | \$1,170,000              | \$2,900,000                 | 30.00                     |                        |
| Integrity Meats                             | \$125,000                | \$500,000                   | 24.00                     |                        |
| Intercity Holding Co                        | \$225,000                | \$500,000                   | N/A                       |                        |
| Intrinsic Materials Corp. (II)              | \$1,131,750              | \$2,515,000                 | 34.00                     |                        |
| Intrinsic Materials Corp. (III)             | \$2,546,302              | \$5,658,450                 | see above                 |                        |
| JMo Holdings, LLC                           | \$1,125,000              | \$2,500,000                 | 57.00                     |                        |
| Jack First Inc.                             | \$31,500                 | \$70,000                    | 13.00                     |                        |
| K&M Tire, Inc.                              | \$786,300                | \$7,388,180                 | 20.00                     |                        |
| L&E Holdings, LLC                           | \$3,299,175              | \$7,331,500                 | 40.00                     |                        |
| LSI, Inc. III                               | \$1,200,000              | \$9,408,940                 | 75.00                     |                        |
| Lund Industries, Inc.                       | \$1,000,000              | \$1,000,000                 | 155.00                    |                        |
| Marquardt Transportation                    | \$100,000                | \$315,859                   | 179.00                    |                        |
| MFS Partnership (Entrepreneur Support Fund) | \$50,000                 | \$50,000                    | N/A                       |                        |
| Micro-Voice, Inc.                           | \$162,000                | \$410,000                   | 18.00                     |                        |
| Minnkota Fisheries, Inc.                    | \$75,000                 | \$302,500                   | 15.00                     |                        |
| MPI                                         | \$500,000                | \$500,000                   | 100.00                    |                        |
| MSD Woodworking Company                     | \$32,500                 | \$113,000                   | 18.00                     |                        |
| Muller Industries, Inc.                     | \$150,000                | \$554,000                   | 30.00                     |                        |
| NE Venture, Inc. III                        | \$200,000                | \$600,000                   | 41.00                     |                        |

| <u>Company</u>                                 | <b>Total Loan<br/>Amount</b> | <b>Total Project<br/>Amount</b> | <b>Projected<br/>FTE<br/>Jobs</b> |
|------------------------------------------------|------------------------------|---------------------------------|-----------------------------------|
| NewCo, LLC                                     | \$300,000                    | \$2,000,000                     | 36.00                             |
| Northern Beef Packers Limited Partnership      | \$5,000,000                  | \$124,699,322                   | 566.00                            |
| Northland Laboratories                         | \$100,000                    | \$195,000                       | 30.00                             |
| Nutraferma, Inc.                               | \$1,000,000                  | \$10,000,000                    | 34.00                             |
| O'Connor Kiln & Dryer, Inc.                    | \$440,196                    | \$1,760,782                     | 12.00                             |
| Parkside Place, LLC                            | \$1,793,610                  | \$5,648,692                     | -                                 |
| Paytrust, Inc.                                 | \$1,000,000                  | \$4,044,000                     | 203.00                            |
| Pierre Economic Dev. Corp./SD Pulse Processors | \$360,000                    | \$800,000                       | 27.00                             |
| Portfolio Analysis Systems, Inc                | \$100,000                    | \$650,000                       | 34.00                             |
| PPD USA, Inc.                                  | \$500,000                    | \$500,000                       | 166.00                            |
| Rapid City Economic Dev Foundation             | \$850,000                    | \$2,000,000                     | 99.00                             |
| RBE Electronics                                | \$495,000                    | \$1,100,000                     | 125.00                            |
| Ridgefield Farms of South Dakota               | \$3,000,000                  | \$40,750,000                    | 272.00                            |
| RKG, Inc.                                      | \$150,000                    | \$585,000                       | 46.00                             |
| RMA, Inc.                                      | \$72,525                     | \$221,167                       | 133.50                            |
| R & R Holdings, LLC                            | \$900,000                    | \$2,000,000                     | 40.00                             |
| Rosenbauer South Dakota, LLC                   | \$990,000                    | \$2,628,411                     | 30.00                             |
| Saturn Properties, LLC                         | \$247,500                    | \$550,000                       | 27.00                             |
| Schnell Welding & Machine                      | \$14,000                     | \$40,000                        | 9.50                              |
| Sentra@NET, LLC                                | \$250,000                    | \$1,180,000                     | 40.00                             |
| Sheldahl, Inc.                                 | \$500,000                    | \$2,250,000                     | 147.50                            |
| Shoemaker Properties, LLC                      | \$343,312                    | \$4,595,357                     | 20.00                             |
| Showplace Wood Products, Inc.                  | \$4,185,000                  | \$9,500,000                     | 168.00                            |
| South Dakota Wheat Growers Assoc.              | \$1,400,000                  | \$7,125,000                     | 21.00                             |
| Special Teams, Inc.                            | \$350,000                    | \$600,000                       | 62.00                             |
| SpecSys, Inc.                                  | \$350,000                    | \$5,900,000                     | 30.00                             |
| Synergy Solutions, Inc.                        | \$200,000                    | \$461,400                       | 50.00                             |
| TCF & Blower Companies, Ltd.                   | \$300,000                    | \$3,300,000                     | N/A                               |
| TCF & Blower Companies, Ltd.                   | \$400,000                    | \$1,315,000                     | N/A                               |
| TDS Dakota Land Holdings, LLC                  | \$1,750,000                  | \$7,567,000                     | 287.00                            |
| Telnet Systems, Inc                            | \$250,000                    | \$677,000                       | 225.00                            |
| Terex South Dakota, Inc.                       | \$10,000,000                 | \$95,147,221                    | 779 retained                      |
| The Three Amigos, LLC                          | \$654,433                    | \$1,636,081                     | 27.00                             |
| Thermo Bond Buildings, LLC                     | \$2,056,250                  | \$10,000,000                    | 27.00                             |
| Tower Tech Systems, Inc.                       | \$1,500,000                  | \$23,990,000                    | 145.00                            |
| Tri-State Ethanol Company                      | \$450,000                    | \$18,000,000                    | 19.00                             |
| Tri-State Ethanol Company                      | \$450,000                    | \$18,000,000                    | 25.00                             |
| Twin City Fan Companies, Ltd                   | \$616,950                    | \$1,371,000                     | 50.00                             |
| Ultimate Direction, Inc                        | \$50,000                     | \$357,000                       | N/A                               |
| Vallon Inc.                                    | \$430,000                    | \$2,308,555                     | 91.00                             |
| Vermillion Area COC and EDC                    | \$2,100,000                  | \$5,150,000                     | 125.00                            |
| Vermillion Area COC and EDC/IP USA             | \$1,696,500                  | \$3,768,000                     | 54.00                             |
| WhBMC Group, Inc                               | \$226,250                    | \$512,500                       | 46.00                             |
| Watertown Development Corp./Dakota Bodies (VI) | \$359,450                    | \$1,700,000                     | 30.00                             |
| Watertown Dev. Co./Focus Watertown             | \$450,000                    | \$1,000,000                     | 13.00                             |
| Webster Area Dev. Corp./Anderson Ind.          | \$200,000                    | \$563,500                       | 16.00                             |
| Wilson Trailer Sales, Inc.                     | \$3,000,000                  | \$12,350,000                    | 138.00                            |
| Workrite Uniform Company                       | \$225,000                    | \$225,000                       | N/A                               |
| <b>Total Withdrawn Loans</b>                   | <b>\$104,860,675</b>         | <b>\$657,999,624</b>            | <b>779 retained, 36 Units</b>     |

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**SOUTH DAKOTA REVOLVING ECONOMIC DEVELOPMENT  
AND INITIATIVE FUND**

**AUDIT REPORT**

**Fiscal Year Ended June 30, 2024**



**State of South Dakota  
Department of Legislative Audit**  
427 South Chapelle  
% 500 East Capitol  
Pierre, SD 57501-5070

SOUTH DAKOTA REVOLVING ECONOMIC DEVELOPMENT  
AND INITIATIVE FUND  
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427 SOUTH CHAPELLE  
C/O 500 EAST CAPITOL  
PIERRE, SD 57501-5070  
(605) 773-3595

RUSSELL A. OLSON  
AUDITOR GENERAL

**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS  
BASED ON AN AUDIT OF FINANCIAL STATEMENTS  
PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

The Honorable Kristi Noem  
Governor of South Dakota

and

South Dakota Board of Economic Development

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the South Dakota Revolving Economic Development and Initiative Fund (REDI Fund), an enterprise fund of the State of South Dakota, as of and for the year ended June 30, 2024, and the related notes to the financial statements, which collectively comprise the REDI Fund's basic financial statements and have issued our report thereon dated October 11, 2024.

**Report on Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the South Dakota Board of Economic Development's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the South Dakota Board of Economic Development's internal control. Accordingly, we do not express an opinion on the effectiveness of the South Dakota Board of Economic Development's internal control.

*A deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that have not been identified.

## Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the South Dakota Board of Economic Development's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose. As required by South Dakota Codified Law 4-11-11, this report is a matter of public record and its distribution is not limited.



Russell A. Olson, Auditor General  
Pierre, South Dakota

October 11, 2024



427 SOUTH CHAPELLE  
C/O 500 EAST CAPITOL  
PIERRE, SD 57501-5070  
(605) 773-3595

RUSSELL A. OLSON  
AUDITOR GENERAL

## INDEPENDENT AUDITOR'S REPORT

The Honorable Kristi Noem  
Governor of South Dakota

and

South Dakota Board of Economic Development

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the financial statements of the South Dakota Revolving Economic Development and Initiative Fund (REDI Fund), an enterprise fund of the State of South Dakota, as of and for the year ended June 30, 2024, and the related notes to the financial statements, as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the financial position of the REDI Fund, an enterprise fund of the State of South Dakota, as of June 30, 2024, and the changes in its financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinion***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the South Dakota Board of Economic Development and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### ***Emphasis of Matter***

As discussed in Notes 1 and 2A, the financial statements present only the REDI Fund, an enterprise fund of the State of South Dakota and do not purport to, and do not, present fairly the financial position of the State of South Dakota, as of June 30, 2024, the changes in its financial position, or, where applicable, its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

## ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## ***Auditor's Responsibility for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the South Dakota Board of Economic Development's internal control. Accordingly, no such opinion is expressed.
- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

## **Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated October 11, 2024, on our consideration of the South Dakota Board of Economic Development's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the South Dakota Board of Economic Development's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the South Dakota Board of Economic Development's internal control over financial reporting and compliance.



Russell A. Olson, Auditor General  
Pierre, South Dakota

October 11, 2024



**South Dakota Revolving Economic Development and Initiative Fund**  
**Statement of Net Position**  
**June 30, 2024**

---

**ASSETS**

Current Assets:

|                              |                        |
|------------------------------|------------------------|
| Cash and Cash Equivalents    | \$ 102,026,557         |
| Accounts Receivable          | 13,912                 |
| Loan Interest Receivable     | 29,070                 |
| Investment Income Receivable | 554,183                |
| Loans Receivable, Net        | <u>6,474,051</u>       |
| <br>Total Current Assets     | <br><u>109,097,773</u> |

Noncurrent Assets:

|                                             |                       |
|---------------------------------------------|-----------------------|
| Right of Use Asset - Software               | 32,442                |
| Accumulated Amortization - Software         | (29,794)              |
| Assets Held for Resale                      | 321,037               |
| Restricted Net Pension Asset                | 726                   |
| Noncurrent Portion of Loans Receivable, Net | <u>28,899,378</u>     |
| <br>Total Noncurrent Assets                 | <br><u>29,223,789</u> |

**TOTAL ASSETS**

138,321,562

**DEFERRED OUTFLOWS OF RESOURCES**

|                                                      |               |
|------------------------------------------------------|---------------|
| Deferred Outflows of Resources - Related to Pensions | <u>62,065</u> |
|------------------------------------------------------|---------------|

**LIABILITIES**

Current Liabilities:

|                               |                   |
|-------------------------------|-------------------|
| Accounts Payable              | 15,191            |
| Wages Payable                 | 22,275            |
| Accrued Leave Liability       | 12,994            |
| Due to Other Funds            | <u>3,779</u>      |
| <br>Total Current Liabilities | <br><u>54,239</u> |

Noncurrent Liabilities:

|                                               |               |
|-----------------------------------------------|---------------|
| Noncurrent Portion of Accrued Leave Liability | <u>10,892</u> |
|-----------------------------------------------|---------------|

**TOTAL LIABILITIES**

65,131

**DEFERRED INFLOWS OF RESOURCES**

|                                                     |               |
|-----------------------------------------------------|---------------|
| Deferred Inflows of Resources - Related to Pensions | <u>36,348</u> |
|-----------------------------------------------------|---------------|

The accompanying notes are an integral part of this statement.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Statement of Net Position (Continued)**  
**June 30, 2024**

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**NET POSITION**

|                                                |                              |
|------------------------------------------------|------------------------------|
| Net Investment in Capital Assets               | 2,648                        |
| Restricted for South Dakota Jobs Grant Program | 1,675,438                    |
| Restricted for Disaster Relief Fund            | 10,666,805                   |
| Restricted for Pension Benefits                | 26,443                       |
| Unrestricted                                   | <u>125,910,814</u>           |
| <b>TOTAL NET POSITION</b>                      | <b><u>\$ 138,282,148</u></b> |

The accompanying notes are an integral part of this statement.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Statement of Revenues, Expenses, and Changes in Net Position**  
**For the Year Ended June 30, 2024**

---

|                                         |                       |
|-----------------------------------------|-----------------------|
| <b>OPERATING REVENUE</b>                |                       |
| Interest Income on Loans                | \$ 731,941            |
| Other Income                            | <u>58,313</u>         |
| Total Operating Revenue                 | <u>790,254</u>        |
| <b>OPERATING EXPENSES</b>               |                       |
| Personal Services and Benefits          | 326,841               |
| Travel                                  | 7,495                 |
| Contractual Services                    | 309,308               |
| Supplies and Materials                  | 679                   |
| Provisions for Loan Recovery            | <u>(480,646)</u>      |
| Total Operating Expenses                | <u>163,677</u>        |
| Operating Income                        | <u>626,577</u>        |
| <b>NONOPERATING REVENUES (EXPENSES)</b> |                       |
| Investment Income                       | 4,902,663             |
| Amortization of Subscription            | (14,897)              |
| Other Expenses                          | <u>(18,633)</u>       |
| Net Nonoperating Revenues (Expenses)    | <u>4,869,133</u>      |
| <b>CHANGE IN NET POSITION</b>           | 5,495,710             |
| <b>BEGINNING NET POSITION</b>           | <u>132,786,438</u>    |
| <b>ENDING NET POSITION</b>              | <u>\$ 138,282,148</u> |

The accompanying notes are an integral part of this statement.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Statement of Cash Flows**  
**For the Year Ended June 30, 2024**

|                                                                                         |                       |
|-----------------------------------------------------------------------------------------|-----------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                             |                       |
| Receipts for Loan Repayments                                                            | \$ 10,467,188         |
| Payments for Loans Originated                                                           | (3,468,500)           |
| Receipts for Loan Interest                                                              | 759,957               |
| Receipts from Customers and Users                                                       | 58,313                |
| Payments for Employee Services and Benefits                                             | (310,399)             |
| Payments to Suppliers and for Claims                                                    | <u>(316,891)</u>      |
| Net Cash Provided by Operating Activities                                               | <u>7,189,668</u>      |
| <b>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES</b>                                  |                       |
| Services Provided to Others                                                             | <u>(6,684)</u>        |
| <b>CASH FLOWS FROM CAPITAL FINANCING ACTIVITIES</b>                                     |                       |
| Payments for Subscription Agreements                                                    | <u>(14,532)</u>       |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                                             |                       |
| Pooled Investment Income                                                                | 5,023,491             |
| Investment Costs                                                                        | <u>(18,505)</u>       |
| Net Cash Provided by Investing Activities                                               | <u>5,004,986</u>      |
| <b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>                                        | 12,173,438            |
| <b>CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR</b>                                    | <u>89,853,119</u>     |
| <b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>                                          | <u>\$ 102,026,557</u> |
| <b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES:</b> |                       |
| Operating Income                                                                        | \$ 626,577            |
| Adjustments to Reconcile Operating Income to Net Cash                                   |                       |
| Provided by Operating Activities:                                                       |                       |
| (Increase) Decrease in Assets:                                                          |                       |
| Loans Receivable                                                                        | 6,499,620             |
| Loan Interest Receivable                                                                | 23,665                |
| Accounts Receivable                                                                     | 22,772                |
| Net Pension Asset                                                                       | 323                   |
| Increase in Deferred Outflows of Resources                                              | 36,216                |
| Increase (Decrease) in Liabilities:                                                     |                       |
| Accounts Payable                                                                        | 591                   |
| Wages Payable                                                                           | (1,804)               |
| Accrued Leave Liability                                                                 | 6,482                 |
| Decrease in Deferred Inflows of Resources                                               | <u>(24,774)</u>       |
| <b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>                                        | <u>\$ 7,189,668</u>   |

The accompanying notes are an integral part of this statement.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

---

**NOTE 1 - AUTHORIZING LEGISLATION**

The South Dakota Revolving Economic Development and Initiative Fund (REDI Fund) was created in 1987 by an act of the South Dakota Legislature. The REDI Fund was established for the purpose of making loans for economic development. The REDI Fund is a fund of the State of South Dakota and is administered by the Governor's Office of Economic Development (GOED) with oversight provided by the Board of Economic Development.

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**A. FUND ACCOUNTING**

The REDI Fund is accounted for as an enterprise fund. Enterprise funds are used to account for activities that are financed and operated in a manner similar to private business enterprises. The REDI Fund is a part of the State of South Dakota and, as such, the accompanying financial statements are included in the Annual Comprehensive Financial Report of the State of South Dakota.

**B. BASIS OF ACCOUNTING**

The REDI Fund follows the accrual basis of accounting. This method of accounting recognizes the financial effect of transactions, events, and interfund activities when they occur, regardless of the timing of related cash flows. Proprietary funds distinguish operating revenues and expenses from nonoperating items. Operating revenues and expenses generally result from providing services and expenses generally result from providing services and producing and delivering goods in connection with a proprietary fund's principal ongoing operations. Revenues and expenses not meeting this definition, such as investment earnings and services provided to others, are reported as nonoperating.

**C. CASH AND INVESTMENTS**

Cash includes cash on hand and participating interest in the State's internal investment pool held by the State Treasurer and is used for the purposes of reporting cash flows. The amount held in the State's internal investment pool is reported at fair value.

Management of the State's internal investment pool is the statutory responsibility of the South Dakota Investment Council (SDIC). The investment policy and required risk disclosures for the State's internal investment pool are presented in the SDIC's audit report which can be obtained by writing to the Department of Legislative Audit, 427 South Chapelle, c/o 500 East Capitol, Pierre, South Dakota 57501 or by calling (605)773-3595.

**D. CAPITAL ASSETS**

Assets are capitalized based on policies established by the South Dakota Bureau of Finance and Management. Capital assets are capitalized at cost or, if the original cost is unavailable, estimated historical cost. Equipment is capitalized when the cost of individual items is \$5,000 or more. Depreciation on capital assets is computed using the straight-line method over the estimated useful lives of the assets, which is 3 to 10 years for all assets. When assets are disposed of, the costs and related accumulated depreciation are removed from the accounts and any gain or loss is reflected in the results from operations in the period of disposal. The REDI Fund had no depreciable assets for the year ending June 30, 2024.

**E. LOANS RECEIVABLE**

Loans receivable on June 30, 2024 is shown net of the allowance for doubtful loans of \$653,828.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**F. SERVICES PROVIDED TO OTHERS**

Earnings on the REDI Fund may be used for the administrative costs of the Division of Finance of the GOED per SDCL 1-16G-24.

**G. LEASES**

In situations where the REDI Fund is a lessee, the REDI Fund recognizes a lease liability and an intangible right-to-use lease asset (lease asset). The REDI Fund recognizes lease liabilities with an initial, individual value of \$10,000 or more.

At the commencement of a lease, the REDI Fund initially measures the lease liability at the present value of payments expected to be made during the lease term. Subsequently, the lease liability is reduced by the principal portion of lease payments made. The lease asset is initially measured as the amount of the lease liability, adjusted for lease payments made at or before the lease commencement date, plus certain initial direct costs. Subsequently, the lease asset is amortized on a straight-line basis over its useful life.

Key estimates and judgments related to leases include the determination of (1) the discount rate used to discount expected lease payments to present value, (2) lease term, and (3) lease payments.

- The REDI Fund uses the interest rate charged by the lessor as the discount rate. When the interest rate charged by the lessor is not provided, the estimated incremental borrowing rate is used as the discount rate for leases.
- The lease term includes the noncancellable period of the lease. Lease payments included in the measurement of the lease liability are composed of fixed payments and purchase option price that the REDI Fund is reasonably certain to exercise.

The REDI Fund monitors changes in circumstances that would require a remeasurement of its lease and will remeasure the lease asset and liability if certain changes occur that are expected to significantly affect the amount of the lease liability.

Lease assets are reported with other capital assets and lease liabilities are reported with long-term debt on the statement of net position.

In situations where the REDI Fund is a lessor for a noncancellable lease, a lease receivable and deferred inflow of resources are reported in the financial statements.

At the commencement of a lease, the REDI Fund initially measures the lease receivable at the present value of payments expected to be received during the lease term. Subsequently, the lease receivable is reduced by the principal portion of lease payments received. The deferred inflow of resources is initially measured as the amount of the lease receivable, adjusted for lease payments received at or before the lease commencement date. Subsequently, the deferred inflow of resources is recognized as revenue over the life of the lease term.

Key estimates and judgments include determinations of (1) the discount rate it uses to discount the expected lease receipts to present value, (2) lease term, and (3) lease receipts.

- The REDI Fund uses its estimated incremental borrowing rate as the discount rate for leases.
- The lease term includes the noncancellable period of the lease. Lease receipts included in the measurement of the lease receivable are composed of fixed payments from the lessee.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

The REDI Fund monitors changes in circumstances that would require a remeasurement of its lease and will remeasure the lease receivable and deferred inflows of resources if certain changes occur that are expected to significantly affect the amount in the lease receivable.

The REDI Fund did not have any lease agreements in which it was the lessee or lessor as of June 30, 2024.

**H. SUBSCRIPTION-BASED TECHNOLOGY ARRANGEMENTS**

The REDI Fund has entered into subscription-based information technology arrangements (SBITAs) with vendors to use vendor-provided information technology. The REDI Fund recognizes a subscription liability and an intangible right-to-use subscription asset (subscription asset) in the financial statements. The REDI Fund recognizes liabilities with an initial, individual value of \$10,000 or more.

At the commencement of a subscription, the REDI Fund initially measures the subscription liability at the present value of payments expected to be made during the subscription term. Subsequently, the subscription liability is reduced by the principal portion of subscription payments made. The subscription asset is initially measured at the initial amount of the subscription liability, adjusted for subscription payments made at or before the subscription commencement date, plus certain initial implementation costs. The subscription asset is amortized on a straight-line basis over its useful life.

Key estimates and judgments related to subscriptions include the determination of (1) the discount rate used to discount the expected subscription payments to present value, (2) subscription term, and (3) subscription payments.

- The REDI Fund uses the interest rate charged by the vendor as the discount rate. When the interest rate charged by the vendor is not provided, the REDI Fund generally uses its estimated incremental borrowing rate as the discount rate for subscriptions.
- The subscription term includes the noncancelable period of the subscription. Subscription payments included in the measurement of the subscription liability are composed of fixed payments and purchase option price that the REDI Fund is reasonably certain to exercise.

The REDI Fund monitors changes in circumstances that would require a remeasurement of its subscription and will remeasure the subscription asset and liability if certain changes occur that are expected to significantly affect the amount of the subscription liability.

Subscription assets are reported with non-current assets and subscription liabilities are reported with long-term liabilities on the statement of net position.

**I. USE OF ESTIMATES**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities. Actual results could differ from those estimates.

**J. PENSION REPORTING**

For purposes of measuring the net pension asset, deferred outflows of resources and deferred inflows of resources related to pensions, and pension revenue, information about the fiduciary net position of the South Dakota Retirement System (SDRS) and additions to/deletions from SDRS's fiduciary net position have been determined on the same basis as they are reported by SDRS. Contributions and net pension asset are recognized on an accrual basis of accounting.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

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**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**K. NET POSITION**

Net position is classified into the following three components:

*Net Investment in Capital Assets* - Consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any debt that is attributable to the acquisition, construction, or improvement of those assets.

*Restricted* - Consists of net position with constraints placed on their use by either creditors, grantors, contributors, laws or regulations of other governments, or constraints imposed by law through constitutional or enabling legislation of the state.

*Unrestricted* - Consists of net position that does not meet the definition of net investments in capital assets or restricted.

**L. RESTRICTED RESOURCES**

When both restricted and unrestricted resources are available for use, it is the REDI Fund's policy to use restricted resources first, and then unrestricted resources as they are needed.

**M. DEFERRED OUTFLOWS OF RESOURCES AND DEFERRED INFLOWS OF RESOURCES**

In addition to assets, the Statement of Net Position reports a separate section for deferred outflows of resources. Deferred outflows of resources represent the consumption of net position that applies to a future period or periods. These items will not be recognized as an outflow of resources until the applicable future period.

In addition to liabilities, the Statement of Net Position reports a separate section for deferred inflows of resources. Deferred inflows of resources represent acquisitions of net position that apply to a future period of periods. These items will not be recognized as an inflow of resources until the applicable future period.

**N. LONG-TERM LIABILITIES**

Long-term liabilities consist of annual and sick leave earned by staff.

**NOTE 3 - SOUTH DAKOTA JOBS GRANT PROGRAM ACTIVITY**

During the 2013 legislative session, the South Dakota Jobs Grant Program was created within the REDI Fund. An original deposit of \$350,000 was deposited in the fiscal year ending June 30, 2013. The Board of Economic Development may provide grants to project owners for new or expanded facilities with project costs less than \$20,000,000 or for equipment upgrades with project costs less than \$2,000,000.

The following is a breakdown of the activity in the subfund for fiscal year 2024 and its corresponding restricted net position at June 30, 2024:

|                        | South Dakota<br>Jobs Subfund |
|------------------------|------------------------------|
| Beginning Net Position | \$ 1,638,900                 |
| Investment Income      | 36,538                       |
| Ending Net Position    | \$ 1,675,438                 |



**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

---

**NOTE 4 - DISASTER RELIEF SUBFUND ACTIVITY**

During the 2020 legislative session, the Disaster Relief Subfund was created within the REDI Fund. The legislature designated \$7,000,000 from the Small Business Credit Initiative Fund and \$1,000,000 from the Governor's Office of Economic Development Special Revenue Fund for the purpose of making loans for the COVID-19 pandemic emergency. It also designated approval for a grant from the Economic Development Finance Authority (EDFA) for the purpose of this fund in the amount of \$1,500,000.

The following is a breakdown of the activity in the subfund for fiscal year 2024:

|                        | Disaster<br>Relief<br>Subfund |
|------------------------|-------------------------------|
| Beginning Cash Balance | \$ 7,581,408                  |
| Investment Income      | 137,854                       |
| Repayment of Loans     | 1,795,224                     |
| Ending Cash Balance    | \$ 9,514,486                  |

**NOTE 5 - CHANGES IN CAPITAL ASSETS**

A summary of changes in capital assets for the year ended June 30, 2024 is as follows:

|                                    | Balance at<br>June 30, 2023 | Additions   | Deletions | Balance at<br>June 30, 2024 |
|------------------------------------|-----------------------------|-------------|-----------|-----------------------------|
| Capital Assets Being Amortized:    |                             |             |           |                             |
| Intangible Subscription Asset      | \$ 32,442                   | \$ -        | \$ -      | \$ 32,442                   |
| Less Accumulated Amortization for: |                             |             |           |                             |
| Intangible Subscription Asset      | (14,897)                    | (14,897)    | -         | (29,794)                    |
| Total Capital Assets, Net          | \$ 17,545                   | \$ (14,897) | \$ -      | \$ 2,648                    |

**NOTE 6 - COMMITMENTS**

As of June 30, 2024, the REDI Fund had the following commitments:

|                                                                                                                        |               |
|------------------------------------------------------------------------------------------------------------------------|---------------|
| REDI Fund Loans Approved by<br>the South Dakota Board of<br>Economic Development but Not<br>Disbursed at June 30, 2024 | \$ 38,740,298 |
|------------------------------------------------------------------------------------------------------------------------|---------------|

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

**NOTE 7 - LONG-TERM LIABILITIES**

A summary of the changes in long-term liabilities for the year ended June 30, 2024 is as follows:

|                         | Balance at<br>June 30, 2023 | Additions        | Deletions          | Balance at<br>June 30, 2024 | Due<br>Within<br>One Year |
|-------------------------|-----------------------------|------------------|--------------------|-----------------------------|---------------------------|
| Accrued Leave Liability | \$ 17,404                   | \$ 20,562        | \$ (14,080)        | \$ 23,886                   | \$ 12,994                 |
| Subscriptions           | 14,152                      | -                | (14,152)           | -                           | -                         |
|                         | <u>\$ 31,556</u>            | <u>\$ 20,562</u> | <u>\$ (28,232)</u> | <u>\$ 23,886</u>            | <u>\$ 12,994</u>          |

Subscriptions relate to software used for the REDI Fund's loan platform. The subscription contract period is from September 5, 2019 through September 4, 2024 and requires payments upfront. Implementation costs of \$6,000 were included in the determination of assets and liabilities. Annual subscription fees have an escalation clause but are expensed on a straight-line basis over the term of the agreement. The discount rate used to determine the liability was based on the State of South Dakota's incremental borrowing rate and was 3.59% at the time the agreement was initiated. There are no variable payments related to this agreement. The final subscription payment was made during the year ended June 30, 2024.

Annual leave is earned by all employees. Upon termination, employees are eligible to receive compensation for their accrued annual leave balances. Employees who have been continuously employed by the State of South Dakota for at least seven years prior to the date of retirement, voluntary resignation, or death will receive payment for one-fourth of their accumulated sick leave balance, such payment not to exceed the sum of twelve weeks of employee's annual compensation. The total leave liability of \$23,886 as of June 30, 2024 is shown as short and long-term liabilities on the Statement of Net Position.

**NOTE 8 - RETIREMENT**

The GOED participates in the South Dakota Retirement System (SDRS), a cost-sharing, multiple-employer defined benefit pension plan established to provide retirement, disability, and survivor benefits for employees of the State and its political subdivisions. The SDRS provides retirement, disability, and survivor benefits. The right to receive retirement benefits vests after three years of credited service. Authority for establishing, administering, and amending plan provisions is found in SDCL 3-12. The SDRS issues a publicly available financial report that includes financial statements and required supplementary information. That report may be obtained at <http://sdrs.sd.gov/publication.aspx> or by writing to the SDRS, PO Box 1098, Pierre, SD 57501-1098 or by calling (605)773-3731.

Benefits Provided

SDRS has four different classes of employees, Class A general members, Class B public safety and judicial members, Class C Cement Plant Retirement Fund members, and Class D Department of Labor and Regulation members.

# South Dakota Revolving Economic Development and Initiative Fund

## Notes to the Financial Statements

### June 30, 2024

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#### **NOTE 8 - RETIREMENT (CONTINUED)**

Members who were hired before July 1, 2017, are Foundation members. Class A Foundation members and Class B Foundation members who retire after age 65 with three years of contributory service are entitled to an unreduced annual retirement benefit. An unreduced annual retirement benefit is also available after age 55 for Class A Foundation members where the sum of age and credited years of service is equal to greater than 85 or after age 55 for Class B Foundation judicial members where the sum of age and credited service is equal to or greater than 80. Class B Foundation public safety members can retire with an unreduced annual retirement benefit after age 55 with three years of contributory service. An unreduced annual retirement benefit is also available after age 45 for Class B Foundation public safety members where the sum of age and credited service is equal to or greater than 75. All Foundation retirement benefits that do not meet the above criteria may be payable at a reduced level. Class A and B eligible spouses of Foundation members will receive a 60% joint survivor benefit when the member dies.

Members who were hired on/after July 1, 2017, are Generational members. Class A generational members and Class B Generational judicial members who retire after age 67 with three years of contributory service are entitled to an unreduced annual retirement benefit. Class B Generational public safety members can retire with an unreduced annual retirement benefit after age 57 with three years of contributory service. At retirement, married Generational members may elect a single-life benefit, a 60% joint and survivor benefit, or a 100% joint and survivor benefit. All Generational retirement benefits that do not meet the above criteria may be payable at a reduced level. Generational members will also have a variable retirement account (VRA) established, in which they will receive up to 1.5% of compensation funded by part of the employer contribution. VRAs will receive investment earnings based on investment returns.

Legislation enacted in 2017 established the current COLA process. At each valuation date:

- Baseline actuarial accrued liabilities will be calculated assuming the COLA is equal to the long-term inflation assumption of 2.25%
- If the fair value of assets is greater or equal to the baseline actuarial accrued liabilities, the COLA will be:
  - The increase in the 3<sup>rd</sup> quarter CPI-W, no less than 0.5% and no greater than 3.5%.
- If the fair value of assets is less than the baseline actuarial accrued liabilities, the COLA will be:
  - The increase in the 3<sup>rd</sup> quarter CPI-W, no less than 0.5% and no greater than a restricted maximum such that, if the restricted maximum is assumed for future COLAs, the fair value of assets will be greater or equal to the accrued liabilities.

Legislation enacted in 2021 reduced the minimum COLA from 0.5% to 0.0%.

All benefits except those depending on the member's accumulated contributions are annually increased by the cost-of-living adjustment.

#### Contributions

Per SDLC 3-12, contribution requirements of the active employees and the participating employers are established and may be amended by the SDRS Board. Covered employees are required by state statute to contribute the following percentages of their salary to the plan; Class A Members, 6.0% of salary; Class B Judicial Members, 9.0% of salary; and Class B Public Safety Members, 8.0% of salary. State statute also requires the employer to contribute an amount equal to the employee's contribution.

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

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**NOTE 8 - RETIREMENT (CONTINUED)**

The GOED's contributions to the SDRS for the fiscal years ended June 30, 2024, 2023, and 2022 were \$11,839, \$12,458, and \$15,904, respectively, equal to the required contributions each year.

Pension Liabilities (Assets), Pension Expense, Deferred Outflows of Resources, and Deferred Inflows of Resources Related to Pensions

As of the measurement date of June 30, 2023, SDRS is 100.1% funded and, accordingly, had a net pension asset. As of June 30, 2024, the GOED reported an asset of \$726 for the REDI Fund's proportionate share of the net pension asset. As of June 30, 2024, deferred outflows of resources and deferred inflows of resources related to the pension were reported from the following sources:

|                                                   | Deferred<br>Outflows of<br>Resources | Deferred<br>Inflows of<br>Resources |
|---------------------------------------------------|--------------------------------------|-------------------------------------|
| Difference Between Expected and Actual Experience | \$ 20,574                            | \$ -                                |
| Changes of Assumption                             | 24,815                               | 36,274                              |
| Net Difference Between Projected and Actual       |                                      |                                     |
| Investment Earnings on Pension Plan Investment    | 4,832                                | -                                   |
| Changes in Proportional Share                     | 5                                    | 74                                  |
| Pension Contributions After Measurement Date      | 11,839                               | -                                   |
|                                                   | \$ 62,065                            | \$ 36,348                           |

\$11,839 reported as deferred outflows of resources related to pensions resulting from GOED contributions subsequent to the measurement date will be recognized as a reduction of the net pension liability in the upcoming year. Other amounts in the table above will be recognized in pension expense (revenue) in future years.

Actuarial Assumptions

The total pension liability (asset) in the June 30, 2023 actuarial valuation was determined using the following actuarial assumptions, applied to all periods included in the measurement:

|                  |                                                                                                                     |
|------------------|---------------------------------------------------------------------------------------------------------------------|
| Inflation        | 2.5%                                                                                                                |
| Salary Increases | Graded by years of service, from 7.66% at entry to 3.15% after 25 years of service.                                 |
| Discount Rate    | 6.5% net of plan investment expense. This is composed of an average inflation rate of 2.5% and real returns of 4.0% |
| Future COLAs     | 1.91%                                                                                                               |

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

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**NOTE 8 - RETIREMENT (CONTINUED)**

Mortality Rates

All mortality rates are based on Pub-2010 amount-weighted mortality tables projected generationally with improvement scale MP-2020.

*Active and Terminated Vested Members:*

- Teachers, Certified Regents, and Judicial: PubT-2010
- Other Class A Members: PubG-2010
- Public Safety Members: PubS-2010

*Retired Members:* Teachers, Certified Regents, and Judicial Retirees: PubT-2010, 108% of rates above age 65

*Other Class A Retirees:* PubG-2010, 93% or rates through age 74, increasing by 2% per year until 111% of rates at age 83 and above

*Public Safety Retirees:* PubS-2010, 102% of rates at all ages

*Beneficiaries:* PubG-2010 contingent survivor mortality table

*Disabled Members:*

- Public Safety: PubS-2010 disabled member mortality table
- Others: PubG-2010 disabled member mortality table

The actuarial assumptions used in the June 30, 2023 valuation were based on the results of an actuarial experience study for the period of July 1, 2016 to June 30, 2022.

Investment portfolio management is the statutory responsibility of the South Dakota Investment Council (SDIC), which may utilize the services of external money managers for management of a portion of the portfolio. SDIC is governed by the Prudent Man Rule (i.e., the council should use the same degree of care as a prudent man). Current SDIC investment policies dictate limits on the percentage of assets invested in various types of vehicles (equities, fixed-income securities, real estate, cash, private equity, etc.). The long-term expected rate of return on pension plan investments was determined using a method in which best-estimate ranges of expected future real rates of return (expected returns, net of pension plan investment expense and inflation) are developed for each major asset class. These ranges are combined to produce the long-term expected rate of return by weighing the expected future real rates of return by the target asset allocation percentage and by adding expected inflation. Best estimates of real rates of return for each major asset class included in the pension plan's target asset allocation as of June 30, 2023 (see the discussion of the pension plan's investment policy) are summarized in the following table using geometric means:

| Asset Class           | Target Allocation | Long-term Expected Rate of Return |
|-----------------------|-------------------|-----------------------------------|
| Global Equity         | 56.3%             | 3.8%                              |
| Investment Grade Debt | 22.8%             | 1.7%                              |
| High Yield Debt       | 7.0%              | 2.7%                              |
| Real Estate           | 12.0%             | 3.5%                              |
| Cash                  | 1.9%              | 0.8%                              |
|                       | 100.0%            |                                   |

**South Dakota Revolving Economic Development and Initiative Fund**  
**Notes to the Financial Statements**  
**June 30, 2024**

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**NOTE 8 - RETIREMENT (CONTINUED)**

Pension Plan Fiduciary Net Position

Detailed information about the plan's fiduciary net position is available in the separately issued SDRS financial report.

**NOTE 9 - RISK MANAGEMENT**

The GOED is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The GOED participates in the various programs administered by the State of South Dakota. These risk management programs are funded through assessments charged to participating entities. The risk management programs include: 1) coverage for risks associated with automobile liability and general tort liability (including public officials' errors and omissions liability, medical malpractice liability, law enforcement liability, and products liability) through the State's Public Entity Pool for Liability Fund, 2) coverage of employee medical claims through the State's health insurance program, 3) coverage for unemployment benefits through the State's Unemployment Insurance Fund, 4) coverage for workers' compensation benefits through the State's Workers' Compensation Fund, and 5) coverage for property information relative to the self-insurance funds administered by the State is presented in the State of South Dakota Annual Comprehensive Financial Report.

**NOTE 10 - SUBSEQUENT EVENTS**

Management has evaluated subsequent events through the date of the independent auditor's report, which is the date the financial statements were available to be issued.

# SOUTH DAKOTA

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

711 EAST WELLS AVENUE, PIERRE, SOUTH DAKOTA 57501

605-773-GOED • SDGOED.COM

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**Board of Economic Development  
October 30, 2024**

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