



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

**BUSINESS
NEWSLETTER** 

Volume 6, Issue 10 | October 2021

SEDC Partners with BHSU on New Internship Program



**Spearfish businesses are encouraged to apply for new
BHSU-SEDC Workforce Development Internship Program**

Black Hills State University and Spearfish Economic Development Corporation are partnering on a new Workforce Development Internship Program scheduled to begin in January 2022. The program will provide part-time, paid work experience to BHSU students in positions related to their course of study as well as provide local businesses with affordable help and a potential funnel of future employees.

"BHSU has prioritized a stronger career development and placement component for students in our new strategic enrollment plan," said Dr. Laurie Nichols, President of Black Hills State University. "In standing up a career center, we plan to work much closer with area businesses to develop internship programs, career fairs and job placements. Starting with SEDC on

this exciting partnership was a perfect way to launch this new initiative."

The goals of the partnership are to better prepare students for the workplace, to assist local businesses with their workforce needs, to retain graduates in the Spearfish area, and to improve collaboration amongst the Spearfish business community and the university.

"Supporting internship opportunities is an important component of SEDC's workforce development strategy," explained SEDC Executive Director Kory Menken. "We look forward to partnering with BHSU on establishing a pipeline of talent for our Spearfish employers."

Spearfish businesses who are able to regularly provide internship opportunities for students and have the ability to potentially move them into full-time, sustainable careers after graduation are encouraged to apply for the program. The application deadline for Spring 2022 semester internships is November 15, 2021. Funding opportunities through the State of South Dakota and SEDC are available.

[Learn More Here](#)

[Employer Application](#)

Learn more about the new program by attending the next SEDC Lunch and Learn. More details below!

SEDC Lunch & Learn with Black Hills State



Wednesday, October 27 | 12:00 - 1:00 PM | The Joy Center

Join us on October 27 along with President Laurie S. Nichols and Kellie Hatch from Black Hills State University, as well as representatives from the Governor's Office of Economic Development, for our next SEDC Lunch and Learn to find out more about the new BHSU-SEDC Workforce Development Internship Program, ask questions, and get your business involved in this new opportunity!



Registered participants will receive a free lunch catered by Qdoba of Spearfish. Registration closes Monday, October 25 at noon. All employees of SEDC member businesses are invited to attend!

[Register Here](#)

SEDC Participates in New Economic Development Course

SEDC recently participated in the inaugural "Fuel the Growth" Economic Development Training Certification Workshop hosted by Black Hills State University (BHSU), Rushmore Region Economic Development Alliance and the South Dakota Governor's Office of Economic Development (GOED) at the BHSU-Rapid City Campus.



SOUTH DAKOTA

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT



SEDC Marketing and Administration Coordinator Cayley Schmitt receives certificate from BHSU President Dr. Laurie S. Nichols

SEDC Marketing and Administration Coordinator Cayley Schmitt completed the three-day course and SEDC Executive Director Kory Menken taught the class on workforce development. The course was attended by dozens of economic development professionals from across South Dakota and surrounding states and included education on various topics such as economic development finance, business retention and expansion, entrepreneurship, community and real estate development, strategic planning, organizational management and ethics.

Fuel the Growth is one of several new strategic training programs being established by Black Hills State University to address workforce development needs for economic growth and prosperity in the Black Hills region.

[Learn More Here](#)

BUSINESS SPOTLIGHT

CMG Financial

Written by Cayley Schmitt | October 1, 2021

Katie Peterson is a local Mortgage Specialist for CMG Mortgage dba CMG Financial, a nationwide mortgage company. She became a loan officer in 2017 after gaining sales and banking experience at Wells Fargo and First Interstate Bank for over six years. A proud Black Hills State University graduate in Business Administration, Katie truly enjoys meeting with and helping her clients review their budgets and align their short-term and long-term financial goals to meet their homeownership dreams. “I enjoy working with them one-on-one,” she said, “because I want to strive to maintain their relationship for a lifetime.”



CMG Mortgage operates by the motto, “Every Customer, Every Time, No Exceptions, No Excuses.” Katie and her team strive to help every client meet their homeownership aspirations, no matter their financial circumstances, using a variety of different mortgage strategies from Conventional and All-in-One mortgage loans to VA, FHA, and USDA Rural Development mortgage programs. “We have an easy preapproval process, which truly depends on how quickly the clients can complete their application and get their financial documents to us. From there, we will work on what’s needed to get them on the right track or issue their preapproval when we make sure they know all their options prior to committing to a home,” Katie explained. “Our quickest preapproval was in the matter of 2 hours because the client was prepared. We get to know our clients pretty well and ask questions up front to find out more about them or the property so there aren’t future surprises... because surprises usually aren’t fun in this line of work.”

One memorable moment of success Katie shared was when a client was signing papers at a closing and asked his wife to pinch him because he thought this day would never happen! Katie and her team were able to help them close on a home when no one else could.

“Most of my business is from client referrals and word of mouth,” said Katie. “It’s great being connected and able to network and meet new people.” Katie enjoys the small-town atmosphere of Spearfish and is involved in multiple organizations in the community including Zonta Club of Spearfish and The Hook Young Professionals Group.



KATIE PETERSON
LENDING GROUP
AT CMG FINANCIAL



Adam Jones NMLS# 2107503
Loan Officer
T: (605) 645-4757
E: ajones@cmgfi.com

Katie Peterson NMLS# 493507
Loan Officer
T: (605) 641-9111
E: kpeterson@cmgfi.com

211 MAIN STREET, SUITE 201, SPEARFISH, SD 57783 | BRANCH NMLS# 1629567

Home Loans **SIMPLIFIED.**

**Welcome to the team,
Adam Jones!**

Focus on finding your new home, we'll focus on the home financing.
Ready to get preapproved? Visit kpeterson.cmgfi.com today to get started.



2020 was a challenging year for Katie and her business, as it was for so many others, because she was a “one-woman-show” striving to provide the best service and communication to her clients looking to purchase a home or refinance during the pandemic. She was also trying to hire someone during that time and finally found a great fit in 2021 - Adam Jones. She wishes she could have hired him sooner!

“Our team consists of our group in Spearfish, a dedicated processor and underwriting team that are familiar with our area,” Katie also mentioned. “It’s nice having my managers in Spearfish and Rapid City with any questions prior to committing to a loan.” Katie Peterson Lending Group works together to save their clients time, money and headaches while achieving their homeownership goals here in South Dakota or Wyoming.

“I couldn’t do this without my amazing support – my family,” Katie shared. Her husband Cody, seven-year-old daughter Brinley, three-year-old son Brody, and two dogs Rusty and Bobo are “always there for support and smiles.”

CMG FINANCIAL

To contact CMG Financial, visit their website or call Katie at 605-641-9111 or Adam at 605-645-4757.

[CMG Financial Website](http://cmgfi.com)

Do you want to be featured in the Business Spotlight?

Simply fill out the short form below! Your business must be an SEDC member to be selected. If chosen as the Business Spotlight of the Month, you will be asked to answer a questionnaire and provide a photo to be used in an upcoming newsletter and on our Facebook page.

[Business Spotlight Interest Form](#)

Menken Speaks at Regional Critical Issues Luncheon

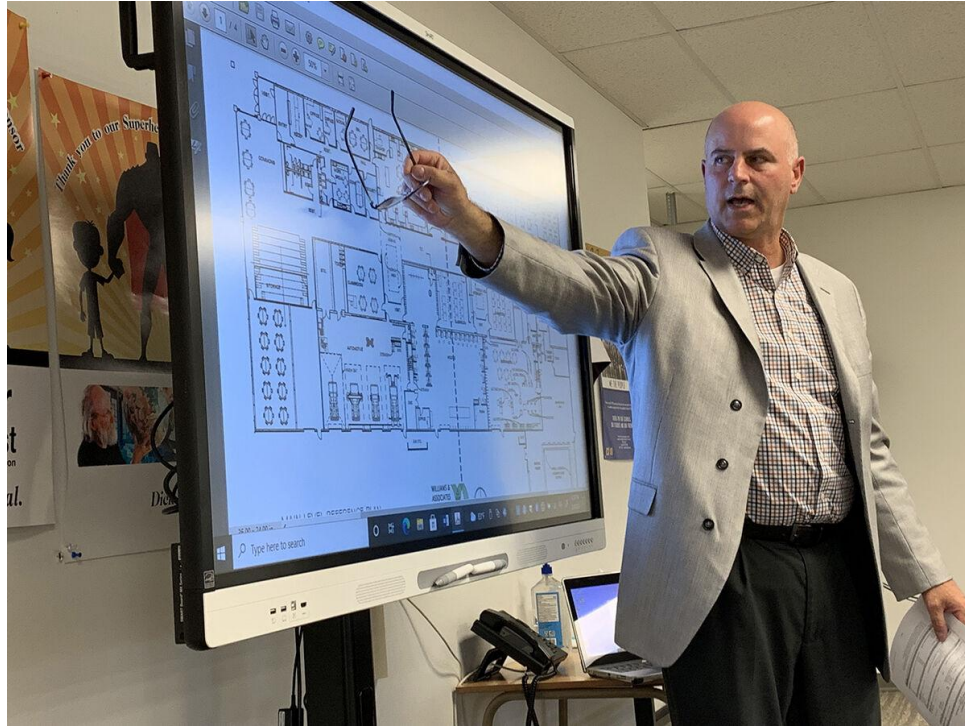


Menken represents Spearfish at Elevate Rapid City event

SEDC Executive Director Kory Menken participated on a panel of five regional economic development leaders at last week's Regional Economic Development 2021 Critical Issues Luncheon hosted by Elevate Rapid City. Menken and fellow panelists discussed the importance of regional economic development by addressing the critical issues we face today and into the future and shared with guests how increased partnerships are furthering the economic prosperity of the Black Hills region.

Spearfish School District

Presents CTE Center Plans



Spearfish School District holds public forum on planned Career and Technical Education Center

Superintendent Kirk Easton and the Spearfish School District hosted a public forum on Wednesday, September 29 at Creekside Elementary to discuss the planned Career and Technical Education Center that will begin being constructed this upcoming Spring next to the Spearfish High School.

The new sixteen-million-dollar CTE center will have the potential to house more than thirty classes in sixteen different career clusters, including family and consumer sciences; medical sciences classrooms and labs; a STEM lab; an information technology classroom; a building trades shop where students can learn about construction, plumbing, electrical and HVAC; and classroom and shop space for woodworking, automotive, and welding. Additionally, the building will feature a presentation area that will hold at least one-hundred-fifty to two-hundred people, that can be used for everything from sports banquets to special lectures from experts in various fields.

The Spearfish School District CTE center will be an asset to students, local businesses, and the entire Spearfish community. Because of the significant positive impact the center will have on workforce development here in Spearfish, SEDC serves on the CTE Advisory Committee for the project.

[CTE Center Handout](#)

SB 55 Community Outreach

Session at Black Hills State



BHSU President Laurie Nichols and BOR Executive Director Brian Maher discussed challenges and changes for Black Hills State University

Black Hills State University hosted a presentation by members of the South Dakota Board of Regents as well as state legislators, Wednesday, September 29, which yielded a frank discussion about how the college and community is represented in Pierre.

“You as a community, if you want a university here, you’re going to have to work to help preserve it and save it and move it forward. And that starts by showing up in Pierre,” said Sen. Ryan Maher, R-Isabel. Maher sits on the appropriations and joint appropriation committees at the state senate and was a prime sponsor of Senate Bill 55 (SB55) during the 2020 legislative session. SB55 charges the South Dakota Board of Regents to form a task force to evaluate the administration of the various institutes of higher learning under its authority to identify any efficiencies and overlaps.

After presentations by BHSU President Laurie S. Nichols and Dr. Brian Maher, president of the South Dakota Board of Regents, and no relation to the state senator, in which they outlined the work that had been done by the task force so far, the floor was opened for comments and concerns from the Spearfish community.

Sen. Maher said most universities in the state send representatives to Pierre each year to promote their organizations and petition for state funds, but BHSU isn’t one of them. He challenged the community to step up in Pierre to fight for more BHSU representation.

The meeting wasn’t all doom and gloom, however. Now charged with a clear path to correcting the course Black Hills State has been on, Dr. Maher praised Nichols for the progress made since her hiring. “I believe you are on the right track, I truly believe you are on the right track,” he said.

Kory Menken, executive director for Spearfish Economic Development Corporation, said he had been meeting with Nichols on the subject of representing the university in Pierre more, and planned to be there during the last session but was stymied by the COVID-19 pandemic. "Your challenge has been heard and accepted," Menken said addressing Sen. Maher. "We are committed to being in Pierre a lot more."

BHSU
Presentation

Black Hills
Pioneer Article

BOR
Presentation



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

**THE MORE
YOU KNOW** 

How to Encourage Employees to Pursue Professional Development

Tami Kamin Meyer | Business News Daily | February 10, 2021

As the worldwide business landscape evolves, responding to the whims of technology and increased competition, so does the importance of professional development programs. Designed to arm employees with new resources to succeed in their positions, even preparing them to accept additional duties within the company, these programs are gaining in popularity, complexity and necessity. Many employers shy away from professional development programs, thinking they are unnecessary. However, there are several ways these programs can benefit not just your employees, but also your business.

Employee Knowledge and Advancement

"Beyond the benefits of supplemental training for one's job, professional development enhances an employee's value and ensures they remain relevant in their career field," said Steve Smith, founder and CEO of GrowthSource Coaching. Professional development can also involve an employee becoming certified in a field complementary to their current position. Development certification is one way for staffers to demonstrate they can perform bigger and better things, upping their value to their employers and the workforce in general. "Becoming irrelevant is the fastest way to lose your job or, if [you own] a company, have your business decline," Smith said.

Employee Job Satisfaction

According to Smith, many people pursue professional development to bolster their confidence in what they do at work, "which is a noble reason to continue to develop yourself." This confidence can translate into higher overall job satisfaction, which in turn increases employee performance, productivity and morale.

Employee Retention

Businesses that do not offer career-building educational opportunities for their staff tend to see greater employee turnover than those that do provide those resources. Nanette Miner, Ed.D., owner of The Training Doctor said that disinterest correlates to "why companies are finding hiring and retention so hard. They are not investing in professional development, and employees leave." Interesting, challenging and career-enhancing education is becoming an employee "expectation," said Steve Hawter, vice president of learning and development at The Learning Experience. Companies that don't invest in a culture that prioritizes educational training programs for their staff run the risk of losing them to employers that do.

Professional development shouldn't stop just because someone lands a good job at your company. Here's how to encourage it in the workplace:

- Employees who pursue professional development in their careers tend to have higher productivity and job satisfaction.
- Employers should create opportunities for formal and informal professional development.
- Some professional development programs include "lunch and learns," mentorships, company or industry expert speakers, and online programs.

[Read the Full Article](#)

SEDC Lunch & Learn with Department of Labor



SEDC members learn about hiring programs and opportunities through the State of South Dakota's Department of Labor

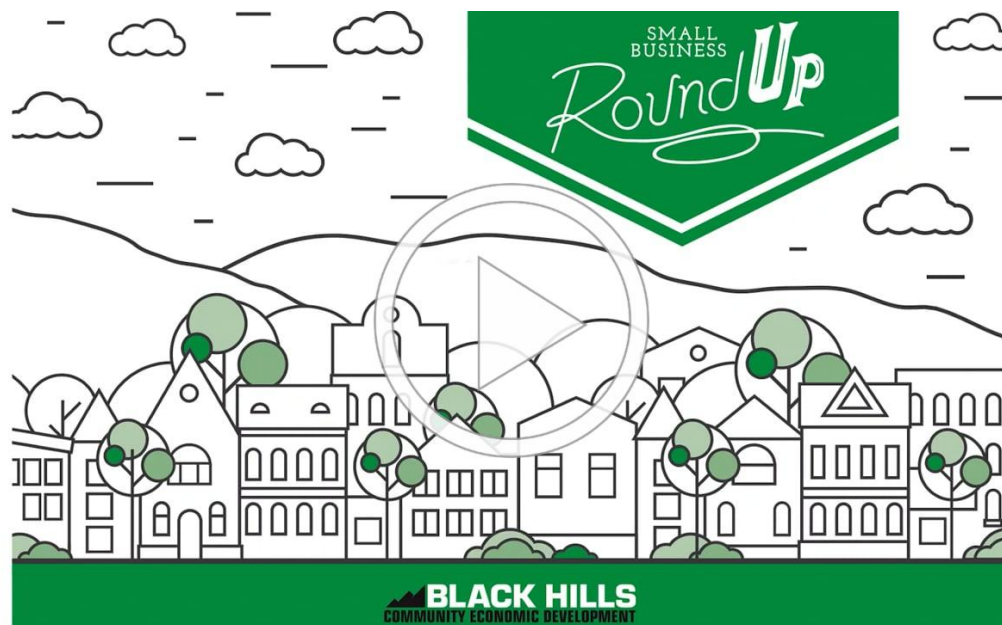
SEDC held our latest Lunch and Learn for our members at The Joy Center on Wednesday, September 22 with the South Dakota Department of Labor and Regulation (SDDLRL). Jonathan Englund and Blake Dunfee from the SDDLRL's office in Spearfish provided participants with information about the many programs and opportunities their department has available for employers such as the state-wide online jobs database, registered apprenticeship program, on-the-job training programs, work opportunity tax credits and more.

We would like to thank The Joy Center for hosting our SEDC Lunch and Learns and Tropical Smoothie Cafe of Spearfish for catering this event.

To learn more about how SDDLRL can help your business find, train or keep employees, stop by their office at 1300 North Avenue in Spearfish or give them a call at (605) 642-6900.

[Visit SDDLRL Website](#)

Sawyer Brewing Awarded 2021 Small Business of the Year



**Sawyer Brewing Company named 2021 Small Business of the Year
by Black Hills Community Economic Development**

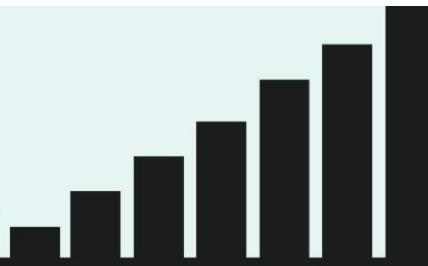
Black Hills Community Economic Development (BHCED) is a regional economic development organization that fosters economic development by helping to create and preserve jobs and stimulate the growth of small businesses in the Black Hills region through affordable financing programs. Each year during its Small Business Roundup event, BHCED presents awards to local businesses who have used its services.



This year's BHCED Small Business of the Year Award was presented to Lee and Ally Eddy, owners of Sawyer Brewing Company. The Spearfish-based brewpub serves hand-crafted brews and wood-fired pizzas along Spearfish Creek and is inspired by the logging community and history of the Black Hills. When the pandemic started in the Spring of 2020, Sawyer Brewing Company was able to quickly adapt to the challenges by canning their beers, boxing their pizzas, and offering to-go options.

Thanks in part to the financial assistance of BHCED and its partners, Sawyer Brewing Company in Spearfish has become a successful local business where people enjoy spending time.

BY THE NUMBERS



Spearfish City Reports:

BUILDING PERMITS	2021	2020	YTD 2021	YTD 2020
New Residential	10	6	95	73
New Commercial	3	1	7	11
Total Permits	51	84	402	421
Total Dollars	\$5,387,009	\$5,114,642	\$63,468,668	\$41,114,686

SALES TAX	2021	2020	YTD 2021	YTD 2020
2nd Cent Sales Tax	\$544,034	\$433,656	\$3,926,956	\$3,316,495
Hospitality Tax	\$114,745	\$86,677	\$651,132	\$524,723

BUILDING PERMITS AND SALES TAX ARE BASED ON THE MOST RECENT CITY OF SPEARFISH REPORTS FROM SEPTEMBER OF 2021

SD Dept. of Labor Reports:

Labor Force 2021 2020

CITY OF SPEARFISH

Total Labor Force	6,655	6,295
Total Employed	6,456	6,009
Total Unemployed	199	286
% Unemployed	3.0%	4.5%

LAWRENCE COUNTY

Total Labor Force	14,186	13,530
Total Employed	13,775	12,846
Total Unemployed	411	684
% Unemployed	2.9%	5.1%

NORTHERN HILLS

(BUTTE, LAWRENCE, MEADE, & PENNINGTON COUNTIES)

Total Labor Force	93,864	88,756
Total Employed	91,167	84,151
Total Unemployed	2,697	4,605
% Unemployed	2.9%	5.2%

LABOR FORCE DATA IS BASED ON THE MOST RECENT SD DEPARTMENT OF LABOR & REGULATION REPORT FROM AUGUST OF 2021

The Hive Dedication Ceremony



Public artwork displays the connection between Black Hills State University and the Spearfish community

A dedication ceremony for “The Hive,” a 20-foot sculpture created by local artist Dale Lamphere, was held as a part of Black Hills State University’s homecoming week on Wednesday, September 22. BHSU President Laurie S. Nichols, Spearfish Mayor Dana Boke, BHSU Student Senate President Keegan Baatz, and Lamphere spoke at the ceremony, which was open to the public.

“The Hive,” which was recently installed into the roundabout at the intersection of Jackson Boulevard and Ames Street leading toward the BHSU campus in Spearfish, honors the ongoing collaboration of the Spearfish community and BHSU. Lamphere, a Sturgis resident who attended BHSU before launching a successful career as an artist, created the stainless steel sculpture as a representation of a hive in honor of the BHSU Yellow Jackets.

“This beautiful sculpture represents how layers of a community can come together to represent and support art, culture and education. We appreciate the support of the City of Spearfish and the community to create this amazing piece that will inspire our students to pursue their dreams and add to the quality of life for those who live here” said Julie Olson, Interim Director of BHSU Marketing & Communications.



Business Legislative Updates

SB 55 Report

The findings of the Senate Bill 55 task force have been made public following a year of study. SB 55 was passed in the 2020 legislative session and seeks to examine the operations and functions of the public university system by reviewing enrollment numbers, program offerings, core missions, among other cost-cutting measures. The findings will now be sent to Governor Kristi Noem and the legislature's Joint Committee on Appropriations. From there, the recommendations will either be adopted through policy changes through the board or by legislative action. [Read Here](#)

The Future of BHSU

"The future of Black Hills State University" by District 31 Representative Scott Odenbach. [Read Here](#)

BOR Fall Enrollment

The South Dakota Board of Regents recently reported that the Fall headcount enrollment at South Dakota's six public universities is largely unchanged from last year. System headcount was down 121 students, a decline of 0.35 percent. Total headcount at the six public universities was 33,445. [Read Here](#)

SD Minimum Wage Increase

Effective January 1, 2022, the minimum wage for non-tipped employees in South Dakota will be \$9.95/hour. The minimum wage is annually adjusted by any increase in cost of living, as measured by the Consumer Price Index published by the U.S. Department of Labor. [Read Here](#)

Spearfish 2022 Budget

Spearfish sets \$43 million budget for 2022. [Read Here](#)



Local Development News

BH Pioneer:

[Nowhere Men's Clothier & Lounge provides relaxed shopping experience](#)

[Spearfish schools hiring](#)

[Hatchery continues celebrating 125th anniversary](#)

[BHSU dedicates 'The Hive'](#)

Rapid City Journal:

[construction manager for CTE project](#)

[Sasquatch organization, bolstered by successful season, continues to grow](#)

[CTE programs provide valuable learning](#)

[Area colleges see slight decline in enrollment, Regents report](#)

[Football teammates launch supplement shop in Spearfish](#)

KEVN:
["The Hive" officially introduced to the city of Spearfish](#)



Get Involved in the Community!

Halloween Tales & Fall Stories

Hosted by Matthews Opera House
Wednesday, October 13 | Noon
The Matthews Opera House
[Learn More Here](#)

MATTHEWS
OPERA HOUSE & ARTS CENTER

Gala for Life

Hosted by Friends of Bella
Thursday, October 14 | 6:30 - 8:30 PM
Holiday Inn Convention Center
[Learn More Here](#)



Spearfish Corn Maze & Pumpkin Patch

Hosted by Spearfish Valley Produce
Weekends through October 24th
10784 Chicken Creek Road - Spearfish SD
[Learn More Here](#)



Art & Music with Jon Crane and Nina McIntire

Sponsored by SEDC & SD Arts Council
Saturday, October 16 | 11:00 AM - 2:00 PM
High Plains Western Heritage Center
[Learn More Here](#)



Women in Networking Luncheon

Hosted by SD CEO
Tuesday, October 19 | Noon
The Joy Center
[Learn More Here](#)



Community Pumpkin Carving
Hosted by Spearfish Rec Center
Saturday, October 23 | 5:00 - 8:00 PM
Spearfish Recreation Center
[Learn More Here](#)



Halloween Trivia
Hosted by Spearfish Brewing
Tuesday, October 26 | 6:00 PM
Spearfish Brewing Company
[Learn More Here](#)



SEDC Lunch and Learn
Hosted by SEDC & BHSU
Wednesday, October 27 | Noon - 1:00 PM
The Joy Center
[Learn More Here](#)



Spooktacular Carnival
Hosted by Spearfish Rec Center
Friday, October 29 | 5:00 - 8:00 PM
Spearfish Recreation Center
[Learn More Here](#)



Halloween Party
Hosted by Winnie's
Friday, October 29 | 5:00 PM
Winnie's Coffeeshop & Bakery
[Learn More Here](#)



Halloween Party
Hosted by Spearfish VFW
Saturday, October 30 | 5:00 - 8:00 PM
VFW Post 5860- Spearfish, SD
[Learn More Here](#)



Please share your upcoming events with [Cayley Schmitt](#), SEDC Marketing Coordinator, to be included in the upcoming SEDC monthly newsletters.

Share the News!

Did you know that our monthly electronic SEDC Business Newsletter is

**ENVIRONMENTALLY FRIENDLY, COST-EFFECTIVE,
AND EASY TO SHARE?**

Keep your employees informed on local business happenings
by sharing this email with them!

Past SEDC Business Newsletters can also always be found on the SEDC Website under the News tab.

SEDC Newsletter Archives



Become an SEDC Member Today!

Spearfish Economic Development Corporation | 605-642-3832
office@spearfishdevelopment.com | www.SpearfishDevelopment.com

Let's Be Friends!

