



Forward Sioux Falls
200 N. Phillips Ave., Suite 200
Sioux Falls, SD 57104-6058
(605) 336-1620

Invoice
170445

Invoice Date: 07/06/2020
ID: 655

Steve Kolbeck
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

Description	Qty	Rate	Amount
Forward Sioux Falls Annual Pledge 06/01/2020 through 05/31/2021	1.00	25,000.00	25,000.00

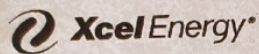
Total:	25,000.00
Amt Paid:	0.00
Balance Due:	25,000.00

Please note: Our mailing address has changed to 200 N. Phillips Ave., Suite 200, Sioux Falls, SD 57104-6058.
Please update your records - the P.O. Box is no longer valid.

ID	Invoice	Invoice Date	Total Due	Total Payment Enclosed
655	170445	07/06/2020	\$25,000.00	\$

Steve Kolbeck
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

Make checks payable to:
Forward Sioux Falls
200 N. Phillips Ave., Suite 200
Sioux Falls, SD 57104-6058



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644

Date 07/17/20



1101022509

58-382
412

9600019921

\$25,000.00 USD

DOLLARS

Pay TWENTY-FIVE THOUSAND & 00/100*****

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of

FORWARD SIOUX FALLS
200 N PHILLIPS AVE STE 101
SIOUX FALLS SD 57104

RACZ

THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee

FORWARD SIOUX FALLS

Vendor ID

0002002774

Employee #

00000000

Check No.

1101022509

Date

07/17/20

Payment Ref Invoice No.

1900007264 170445

PO/Contract

Disc/Wth

0.00

Pay Amount

\$25000.00

Pynt.Comments:

*RT Eric Pauli Sioux Falls, SD Service Center

01033187

18

3913386 20773 0

1175406

INVOICE # 1-2020

***Lincoln County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101***

DATE: January 10, 2020

BILL TO: Eric Pauli
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

ITEM: 2020 LCEDA Dues

Tickets \$0
Lobbying \$0
Dues \$19,800

Total Amount Due: \$19,800.00

Please make payment to:
Lincoln County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101

Thank You for Your Support!

1/18/2021

Check Image Print View

Transaction Search

Images

Date/Time Printed: 01/18/2021, 1:29 PM PST
Check 1101018618 - 19800.00 USD

The image shows a check from Xcel Energy. The payee is Lincoln County Economic Development Assoc, located at 200 N Phillips Ave Ste 101, Sioux Falls SD 57104. The amount is \$19,800.00 USD. The date is 01/24/20. The check number is 1101018618. The MICR line at the bottom is 1101018618 19800.00 USD. The check is dated 01/24/20. The payee's address is 200 N Phillips Ave Ste 101, Sioux Falls SD 57104. The check is for \$19,800.00 USD. The check number is 1101018618. The MICR line at the bottom is 1101018618 19800.00 USD.

Item Details

Account Number	NSPMN APCD-A/P	Item Sequence Number
Account Name	1101018618	Bank ID
Check	19800.00 USD Debit	
Amount	Check Paid	
Status	02/07/2020	
Posting Date	02/07/2020	
As of Date		

INVOICE # 2 - 2020

***Minnehaha County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101***

DATE: January 10, 2020

BILL TO: Eric Pauli
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

ITEM: 2020 MCEDA Dues

Tickets \$0

Lobbying \$0

Dues \$11,500

Amount Due: \$11,500.00

Please make payment to:
Minnehaha County Economic Development Association
200 N. Phillips Ave. - Suite 101
Sioux Falls, SD 57101

Thank You for Your Support!

South Eastern Development Foundation

To: Eric Pauli
Xcel Energy
500 W. Russell Street
Sioux Falls, SD 57104

Date: April 3, 2020
Invoice #: 2020-03

Amount: \$10,000.00

Description: 2020 Annual Investment

Total Due.....\$10,000.00

500 N. Western Avenue, Suite 100
Sioux Falls, S.D. 57104
Phone: (605) 367-5390 Fax: (605) 367-5394

[Check Image](#) [Print](#) [View](#)

Transaction Search

Images

Date/Time Printed: 01/18/2021, 1:30 PM PST
Check 1101021023 - 10000.00 USD

 Northern States Power Company
414 N Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
313-428-2644

1101021023
MAY 30 1997
9640019521

Date 05/06/20

\$10,000.00 USD
DOLLARS

PAY TEN THOUSAND & 00/100*****
VOID IF NOT CASHED IN 90 DAYS

To The Order Of SOUTH EASTERN DEVELOPMENT FOUNDATION N
500 N WESTERN AVE STE 100
SIOUX FALLS SD 57104

Rtc Z-l

THIS CHECK IS VOID WITHOUT THE SIGNATURE OF THE ISSUING OFFICE OR THE SIGNATURE OF THE PAYEE.

CHECK NUMBER 9640019521
ISSUED BY JAMES R. HARRIS
DATE MAY 30 1997

BROOKS BROS

Item Details

Account Number		Item Sequence Number
Account Name	NSPMN APCD-A/P	Bank ID
Check	1101021023	
Amount	10000.00 USD Debit	
Status	Check Paid	
Posting Date	05/26/2020	
As of Date	05/26/2020	

Invoice

**South Dakota Small Business Development Center
USD Beacom School of Business
2329 N. Career Ave., Suite 106
Sioux Falls, SD 57107**

TAX ID: 46-6000364

TO:

Eric Pauli Xcel Energy 500 W. Russell Street PO Box 988 Sioux Falls, SD 57101	Invoice #: 2020-0001 Invoice Date: 24 August 2020
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Qty.	Description of Merchandise or Service	Amount
	Xcel Energy 2020 Support for: SBDC (No funds from this request will be used for lobbying.)	\$10,000
Total Amount Due		\$10,000

Please make check payable to: **USD Foundation
414 E. Clark Street
Vermillion, SD 57069**



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101023390

56-382
412

9600019921

Date 09/03/20

\$10,000.00 USD

Pay TEN THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of
USD FOUNDATION
414 E CLARK ST
VERMILLION SD 57069

Rtc 2

THE FACE OF THIS DOCUMENT MUST BE KEPT FLAT, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
USD FOUNDATION	0002007894	00000000	1101023390	09/03/20
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900008643	2020-0001		0.00	\$10000.00
Pynt.Comments: *RT PAULI SIOUX FALLS SD SERVICE CENTER				

01106546

7 3986743 21189 0 1212702



SOUTH DAKOTA
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

INVOICE
#2020-100

DATE: February 26, 2020

TO: Eric Pauli
Xcel Energy
500 West Russell Street
Sioux Falls, SD 57106

RE: Sponsorship for the 2020 Governor's Office of Economic
Development Spring Forum

AMOUNT DUE: \$1500.00

PLEASE REMIT PAYMENT TO: Governor's Office of Economic Development
711 E. Wells Ave.
Pierre, SD 57501-3369

Thank you!

605 773 3301 | 800 872 6190 | SDREADYTOWORK.COM
711 EAST WELLS AVENUE PIERRE SOUTH DAKOTA 57501

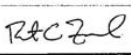
1/18/2021

Check Image Print View

Transaction Search

Images

Date/Time Printed: 01/18/2021, 1:31 PM PST
Check 1101020234 - 1500.00 USD

	Southern States Power Company c/o Xcel Energy 414 Nicollet Mall Minneapolis, MN 55401 303-628-2644		1101020234 Check 9680019921
Date 03/23/20		\$1,500.00 USD	
Pay ONE THOUSAND FIVE HUNDRED & 00/100*****		DOLLARS	
VOID IF NOT CASHED IN 90 DAYS			
To The Order Of	GOVERNORS OFFICE OF ECONOMIC DEVELOPMENT 711 E WELLS AVE PIERRE SD 57501		
			
THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, SOLD AT AN ANGLE TO VIEW			

	DO NOT WRITE ABOVE OR BELOW THIS LINE RESERVED FOR FINANCIAL INSTITUTION USE	ENDORSE HERE X _____ _____ _____ _____
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Item Details

Account Number		Item Sequence Number
Account Name	NSPMN APCD-A/P	Bank ID
Check	1101020234	
Amount	1500.00 USD Debit	
Status	Check Paid	
Posting Date	04/07/2020	
As of Date	04/07/2020	



MISSION: TO COLLABORATIVELY CREATE QUALITY ECONOMIC GROWTH & WORKFORCE DEVELOPMENT
IN THE SIOUX FALLS MSA TO IMPROVE OUR QUALITY OF LIFE

6/5/2020

2020 MEMBERSHIP DUES INVOICE

#00207

SFDF MEMBERSHIP	Annual Dues	\$1500.00
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_____ Information is correct

INFORMATION VERIFICATION

_____ Please make changes

Company: Xcel Energy

Number of Employees: 104

Contact Person & Title: Steve Kolbeck, Principal Manager

Email: steven.t.kolbeck@xcelenergy.com

Address: 500 West Russell Street

PO Box: PO Box 988

City / State / Zip: Sioux Falls, SD 57101-0988

Phone: (605) 339-8350

Fax: (605) 339-8204

Web: www.xcelenergy.com

Description of Business: Electric Utility

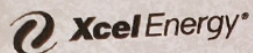
Parent Company with City & State: Xcel Energy, Minneapolis, MN

Thank You!

Please complete and return to the Sioux Falls Development Foundation with your Membership Check

200 North Phillips Avenue #101 | Sioux Falls, SD 57104

Fax: 605.339.0055 | karenr@siouxfalls.com



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101022520

54-382
412

9600019921

Date 07/20/20

\$1,500.00 USD

DOLLARS

VOID IF NOT CASHED IN 90 DAYS

Pay ONE THOUSAND FIVE HUNDRED & 00/100*****

To The
Order
Of

SIOUX FALLS DEVELOPMENT FOUNDATION
200 N PHILLIPS AVE STE 101
SIOUX FALLS SD 57104

RACZ

HOLD AT AN ANGLE TO VIEW

Payee

SIOUX FALLS DEVELOPMENT FOUNDATION

Vendor ID

190002897

Employee #

00000000

Check No.

1101022520

Date

07/20/20

PO/Contract

Disc/Wth

0.00

Pay Amount

\$1500.00

Payment Ref Invoice No.

1900006824 207

Pymt.Comments:

*RT ERIC PAULI SIOUX FALLS SD SERVICE CENTER

01033207

16 3913406 20774 0

1175426

Application Form

Date: 9-17-20 Invoice #3

Name of community: City of Canton

Contact name: Larissa Thorne

Address: 210 N Dakota St. Canton, SD 57013

Phone: 605-987-2881 Fax: 605-987-2972 Email: larissa.thorne@cantonsd.org

Total amount requested: \$ 5,000 Total cost of project: \$ 4,281,000

Number of jobs created: Construction Process: 40-50 Permanent seasonal: 1-2

Other sources of funding: City of Canton Bond Amount: \$ 2,700,000

Community project description:

The City of Canton is planning to demolish and replace the municipal pool and bathhouse. The project was approved by the Canton City Commission as well as Canton citizens. The pool bond was put to a vote on June 23, 2020 and passed by over 70%. Demolition of the current pool will happen in fall of 2021 and the new facility being completed in spring of 2022.

Benefit to Community:

The municipal pool has been a staple in the Canton community for over 70 years. The swimming pool increases the bond between community members by creating friendships and memories that last a lifetime. Other benefits include increased property values, combating obesity and creating jobs.



CANTON CITY HALL

210 N Dakota St.
Canton, SD 57013
Phone: 605.987.2881
Fax: 605.987.2972



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101023634

54-382
412

9600019921

Date 09/23/20

Pay FIVE THOUSAND & 00/100***** \$5,000.00 USD
DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of
CITY OF CANTON
210 N DAKOTA ST
CANTON SD 57013

RACZ

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK. HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
CITY OF CANTON	0002001234	00000000	1101023634	09/23/20
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900008794	ECONOMICDEVELOPM		0.00	\$5000.00
Pynt.Comments: *RT Eric Pauli Sioux Falls, SD Service Center				

01140317

61 4020514 21374 0 1227252

Application Form

Date 9/17/20 Invoice #1

Name of community: Lennox, South Dakota

Contact name: Nathan Vander Plaats, City Administrator

Address: 107 South Main, PO Box 228, Lennox, SD 57039

Phone: 605.647.2286 Fax: 605.647.2281 Email: nvp@cityoflennoxsd.com

Total amount requested: \$ \$5,700 Total cost of project: \$20,000 (est)

Number of jobs created: 0

Other sources of funding: City of Lennox Amount: \$15,000

Community project description:

The City of Lennox, in partnership with the Parks and Recreation Advisory Board, seeks funding to complete two rehabilitation projects within Westerman Park in Lennox, South Dakota. These projects have been formally approved by the Lennox City Council, as has this grant application.

This project will seek to improve drainage and playability on the City's softball field. Work to be completed includes re-shaping the infield as well as the infield-outfield transition to allow for improved drainage during rain events and replacing existing field material with new aggregate.

The second project for which the City of Lennox seeks funding is for rehabilitation of Petal Pals Garden within Westerman Park. For years, this garden was tended to and cared for by a group of dedicated green thumbs with a shared goal of beautifying the park area. As this group has aged maintenance and upkeep became a physical challenge for them, and the garden has deteriorated. The rehabilitated garden will include planter boxes, raised beds, and landscaping. It will also incorporate the original city belltower, which was previously removed to complete construction of the new Lennox Community Swimming Pool.

Detailed Project Budget

Description	Cost
Excavation*	\$2000
Re-shape Subgrade*	\$3000
Install & Grade Ag-Lime*†	\$8,000
Garden Excavation	\$2000
Raised Beds	\$1000
Landscaping/Tree Removal	\$2000
Misc.	\$2000
Total Project Cost	\$20,000

* volunteer labor will be used to the extent practical/feasible, and total project costs may be decreased due to this effort.

† Current Ag-Lime will be reclaimed to the extent possible to reduce overall project costs

Benefit to Community:

These improvements will be an important step in allowing the community to play host to tournaments, including a long-desired 4th of July Tournament and the SE League Tournament. These tournaments provide a substantial economic boost to small communities such as Lennox.

The improvements to Petal Pals Garden will create a welcoming atmosphere to the main Westerman Park entrance, and a quiet location for reflection. Additionally, the new Petal Pals Garden will compliment the adjacent Lennox Community Swimming Pool, which attracts hundreds of visitors from the surrounding area each day of the summer.

City of Lennox, South Dakota

Search



Come Grow With Us!



Home

Lennox City
Government

Maps

Employment

Planning and Zoning
Commission

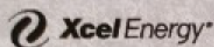


Contact Information

107 South Main St.
PO Box 228
Lennox, SD 57039

Office: 605-647-2286
Fax: 605-647-2281

**After Hours Emergency
Number - 605-366-4705**



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644

Date 09/30/20

1101023740

36-333
F17

9600019921

\$5,700.00 USD

Pay FIVE THOUSAND SEVEN HUNDRED & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of
CITY OF LENNOX
PO Box 228
LENNOX SD 57039

Rtc 2nd

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
CITY OF LENNOX	0002001382	00000000	1101023740	09/30/20
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900008096	ECONOMICDEVELOPM		0.00	\$5700.00
Pymt.Comments: *RT Eric Pauli Sioux Falls, SD Service Center				

01150174

47 4030371 21432 0 1232610

Application Form

Date: 9-17-20 Invoice #2

Name of community: Marion

Contact name: Alicia Petersen

Address: 398 N Broadway Ave PO box 94 Marion SD 57043

Phone: 605-648-3539 Fax: 605-648-3539 Email: marionsd@gwtc.net

Total amount requested: \$ 5,000.00 Total cost of project: \$ 16,008.00

Number of jobs created: 0

Other sources of funding: City of Marion Amount: \$ \$11,008.00

Community project description:

The City of Marion is completing a Broadway Avenue Improvement Project in the summer of 2021 to completely redo a large section of Broadway Avenue, which is the main thoroughfare, in our city. We will be redoing infrastructure along with the street and want to incorporate a new two-sided digital sign into our project to be located along Broadway Avenue. We currently have a two-sided sign that requires us to manually change it. We would like to incorporate the sign into the project to be installed when the street lighting is completed along the route to allow for the best placement and ease of installation. The new sign will be digital with full color on both sides with an approximately 4' by 6' LED display. Adding this sign during the Broadway Avenue improvement project has City of Marion approval and will be included as part of the larger project which will be completed in the summer of 2021.

Benefit to Community:

This sign will benefit our community in a number of ways. We currently have a sign that must be manually changed with letters and a step stool. We will utilize a two-sided sign to reach traffic traveling in both directions down Broadway Avenue. Official City Announcements, city happenings, and reminders of ordinances and events are just some of the ways we plan to utilize the sign to reach more of our community members who travel through town. The ease of an electronic sign will save time as well, since our

current method is quite time consuming and requires extra effort to change the single notice it provides. The new sign will allow us to display multiple messages and reach more people while it is displayed.

Marion

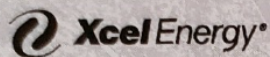
The *Best* Place to Call Home!



Official Website of Marion, South Dakota

398 N Broadway Ave PO Box 94
Phone: 605-648-3539 605-648-2869 Fax: 605-648-3539
Copyright © 2019 All Rights Reserved [Site Map](#)

[Government Websites by GovOffice](#)



Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



1101023741

56-382
412

Date 09/30/20

9600019921

\$5,000.00 USD

Pay FIVE THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of
CITY OF MARION
PO Box 492
MARION SD 57043

RACZ

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee
CITY OF MARION

Vendor ID
0002001408

Employee #
00000000

Check No.
1101023741

Date
09/30/20

Payment Ref Invoice No.
1900010601 ECONOMICDEVELOPM
Pymt.Comments: *RT Eric Pauli Sioux Falls, SD Service Center

PO/Contract

Disc/Wth
0.00

Pay Amount
\$5000.00

01150175

48 4030372 21432 0 1232611

Application Form

Date: 9-21-20 Invoice #4

Name of community: City of Tea

Contact name: Kevin Nissen

Address: 600 E. 1st Street, Tea, SD 57064

Phone: 605-498-5192 Fax: 498-5665 Email: cityoftea@iw.net

Total amount requested: \$ 5,000.00 Total cost of project: \$ 275,310.81

Number of jobs created: None

Other sources of funding: City of Tea & SD DOT Amount: \$55,062.17

Community project description:

The Tea Athletic Park is the central gathering location for sporting events in the City. The park is used by baseball, softball, soccer, flag football teams of all ages. The multi-use trail system will be used by location sporting participants, neighboring residents walking to school or visiting the downtown businesses and local city residents as a off-street area to walk and run. This is the final phase for the trail system around the park. This has been approved by the city with construction occurring in 2021. Remainder of the funding will come from the SD DOT TAP Program (Transportation Alternative Program)

Benefit to Community:

The trail system around the Athletic Park will act as the central hub for the bike path system around the City. All Tea Residents will be connected to the inner trails at the park. The trails also offer a safe route to school for the residents attending the new Venture Elementary School. The Trail system offers an off-street option for residents in the Boulder Addition to bike or walk to the Business District.

CITY HALL

600 E. 1st St. | PO Box 128
Tea, SD 57064
Phone: (605) 498-5191
Fax: (605) 498-5665
Email: tea@tw.net

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Site By: 441

OFFICE HOURS

Mon-Thu: 8am-5pm
Fri: 8am-4pm

VISIT TEA

Park & Recreation





Northern States Power Company
d/b/a Xcel Energy
414 Nicollet Mall
Minneapolis, MN 55401
303-628-2644



Date 10/21/20

1101024125

56-382
412

9600019921

\$5,000.00 USD

Pay FIVE THOUSAND & 00/100***** DOLLARS

VOID IF NOT CASHED IN 90 DAYS

To The
Order
Of
CITY OF TEA
600 E 1ST ST
TEA SD 57064

Rtc Z

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND A WATERMARK, HOLD AT AN ANGLE TO VIEW

Payee	Vendor ID	Employee #	Check No.	Date
CITY OF TEA	0002009185	00000000	1101024125	10/21/20
Payment Ref	Invoice No.	PO/Contract	Disc/Wth	Pay Amount
1900010577	4		0.00	\$5000.00
Pymt.Comments: *RT Eric Pauli Sioux Falls, SD Service Center				

01252451

53 4132643 21733 0 1278820



January 12, 2021

Eric Pauli, Community Relations Manager
Xcel Energy
500 West Russell St.
Sioux Falls, SD 57104

Dear Eric,

Please accept our sincere appreciation for Xcel Energy's \$25,000 Forward Sioux Falls investment in 2020. Within this investment, there were no dollars used for lobbying purposes, nor will there be in any used for future Xcel Energy investments throughout the remainder of the Forward Sioux Falls 2021 program.

Key initiatives from the past year include focusing on business attraction, retention and expansion; talent and workforce attraction, retention and expansion, as well as our longstanding initiatives such as advocacy, airport marketing and Foundation Park to name a few.

A dedicated marketing effort continues for economic lead generation and geo-fencing specific colleges and universities offering degrees. These align with area industries in need of talent and social media marketing during major local events to promote the benefits and career opportunities Sioux Falls offers. Work continues to collaborate with site selectors as well as participation in trade show and conference outreach. The newly-redesigned website "SiouxFalls.com" not only provides necessary information about our area, it also features content important for those looking to find a job or relocate a business.

We thank Xcel Energy's generous support of Forward Sioux Falls. It is having a profound, positive effect for those who live, work or operate a business in our region.

The high priority you have given this important economic/workforce enhancement program is vital and appreciated.

Sincerely,

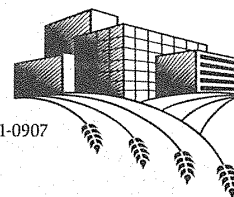
A handwritten signature in black ink that reads 'Mike Lynch'.

Mike Lynch, Director of Investor Relations
Forward Sioux Falls



*Lincoln & Minnehaha County
Economic Development Associations*

Commerce Center, 200 North Phillips Avenue, Suite 101, PO Box 907, Sioux Falls, SD 57101-0907
Phone 605-339-0103 • Fax 605-339-0055 • Toll Free 800-658-3373
www.sioxfallsdevelopment.com/regional



January 23, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
500 West Russell Street
Sioux Falls, SD 57104

Dear Eric:

The Minnehaha County Economic Development Association (MCEDA) was founded on the idea that by uniting stakeholders in our region, we leverage our collective strengths, ensuring that MCEDA member communities have a network of resources available to help facilitate development strategies at the local level.

MCEDA represents economic development in the communities of Baltic, Brandon, Colton, Crooks, Dell Rapids, Garretson, Hartford, Sherman, Valley Springs, and unincorporated areas of Minnehaha County. Our financial support comes from community partners, financial institutions and utility service providers, including \$11,500 from Xcel Energy. MCEDA is a facilitator of economic development and none of our funds are used for the purpose of lobbying.

During 2020, the majority of our economic development projects involved strengthening and growing existing companies currently located in the region. Minnehaha County saw strong growth during the past year, primarily through construction and business expansion.

One of the metrics used to evaluate annual growth is through the taxable sales numbers posted by the SD Department of Revenue. In 2020, taxable sales in Minnehaha County totaled \$342 million—up \$20 million from the previous year. Construction activity throughout Minnehaha County last year totaled 1,098 permits with a valuation of \$43 million, including 121 new single-family homes. We anticipate that these numbers will continue to hold steady as new home site locations are opened for development.

In the dynamic ecosystem of development, MCEDA is an active player, with the resources, history and commitment to continue to grow our region's economy.

We share a goal of community development and work hard to be the advocates, resources and connecting points among all our members and participating communities.

Best regards,

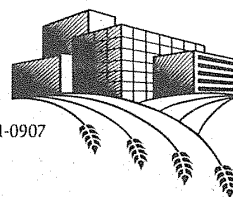
A handwritten signature in black ink that reads "Sharman Smith". The script is cursive and fluid, with the first name "Sharman" and last name "Smith" clearly distinguishable.

Sharman Smith, Executive Assistant



*Lincoln & Minnehaha County
Economic Development Associations*

Commerce Center, 200 North Phillips Avenue, Suite 101, PO Box 907, Sioux Falls, SD 57101-0907
Phone 605-339-0103 • Fax 605-339-0055 • Toll Free 800-658-3373
www.sioxfallsdevelopment.com/regional



January 23, 2020

Eric Pauli, Community Relations Manager
Xcel Energy
500 West Russell Street
Sioux Falls, SD 57104

Dear Eric:

The Lincoln County Economic Development Association (LCEDA) was founded on the idea that by uniting stakeholders in our region, we leverage our collective strengths, ensuring that LCEDA member communities have a network of resources available to help facilitate development strategies at the local level.

LCEDA represents economic development in the communities of Canton, Harrisburg, Lennox, Tea, Worthing and unincorporated areas of Lincoln County. Our financial support comes from community partners, financial institutions and utility service providers, including \$19,800 from Xcel Energy. LCEDA is a facilitator of economic development and none of our funds are used for the purpose of lobbying.

During 2020, the majority of our economic development projects involved strengthening and growing existing companies currently located in the region. Lincoln County saw strong growth during the past year, primarily through construction and business expansion.

One of the metrics used to evaluate annual growth is through the taxable sales numbers posted by the SD Department of Revenue. In 2020, taxable sales in Lincoln County totaled \$324 million—up \$77 million from the previous year. Construction activity throughout Lincoln County last year totaled 1102 permits with a valuation of \$94 million, including 193 new single-family homes. We anticipate that these numbers will continue to hold steady as new home site locations are opened for development.

In the dynamic ecosystem of development, LCEDA is an active player, with the resources, history and commitment to continue to grow our region's economy.

We share a goal of community development and work hard to be the advocates, resources and connecting points among all our members and participating communities.

Best regards,

A handwritten signature in black ink that reads "Sharman Smith". The script is cursive and fluid, with the first name "Sharman" and last name "Smith" clearly distinguishable.

Sharman Smith, Executive Assistant

GROWTH AT A GLANCE

2020 Unincorporated Area Construction Activity

Minnehaha County

538 building permits
\$6.5 million in commercial construction
\$26.4 million in residential construction
36 new single-family homes

Lincoln County

263 building permits
\$15.9 million in commercial construction
\$17.5 million in residential construction
42 new single-family homes



Lincoln and Minnehaha Counties 2020 School Enrollment

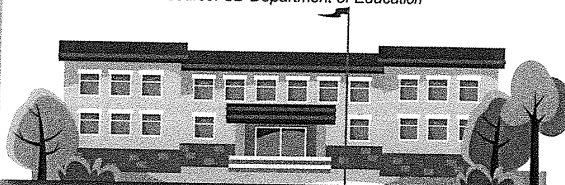
18,607

total students K-12
Up 1,478 students over 2019

582

more kindergarteners than high school seniors

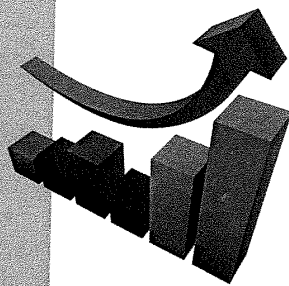
Source: SD Department of Education



2020 Taxable Sales in LCEDA and MCEDA member communities

\$665,890,194

\$97 million more than 2019



MCEDA member
community taxable sales
\$342 million
\$20 million more than 2019

LCEDA member
community taxable sales
\$324 million
\$77 million more than 2019

Source: SD Department of Revenue, Business Tax Division

2020 Building Permits in LCEDA and MCEDA member communities

MCEDA

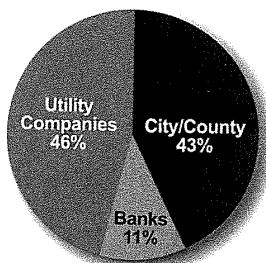
1,098 permits
\$43 million total valuation
121 new single family homes

LCEDA

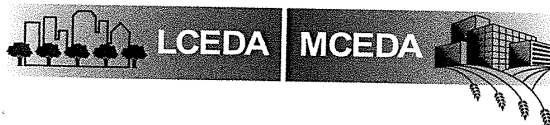
1,102 permits
\$94 million total valuation
193 new single
family homes

\$137 million

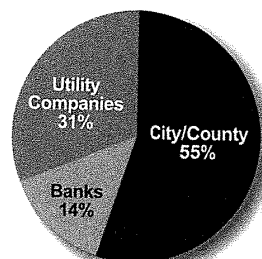
2020 combined
total valuation



LCEDA Investor Income
\$92,500



2020 Investor Income Apportionment



MCEDA Investor Income
\$118,000



Innovative Business Lending Solutions

January 12, 2021

Eric Pauli, Community Relations Manager
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

Dear Eric:

Thank you for providing the South Eastern Development Foundation (SEDF) with a \$10,000 investment to help capitalize the regional revolving loan fund. During COVID, it is so important to have the resources to assist our businesses. In 2020, SEDF approved 31 economic development loans to businesses in SECOG's region which includes Clay, Lincoln, McCook, Minnehaha, Turner, and Union Counties that included:

- \$8.96 million in loan volume;
- \$28.46 million leveraged by other funding sources; and
- 458 jobs created or retained in the region.

In addition, SEDF constructed eight Governor's Houses in 2020 and moved and rehabilitated an additional three houses to help address affordable housing in the region. An additional 10 Governor's Houses will be constructed in 2021 as well as the relocation and renovation of nine existing structures. Xcel Energy's ongoing commitment to SEDF has been a major part of its success, and we appreciate our partnership. No funds from the grant will be used in any lobbying efforts.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Lynne Keller Forbes', with a long, sweeping horizontal line extending to the right.

Lynne Keller Forbes
Executive Director

South Eastern Development Foundation
500 N. Western Ave., Suite 100
Sioux Falls, SD 57104
Exempt Corporation – IRS No. 30-0017659

RECEIVED FROM:
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

DATE: January 12, 2021

AMOUNT: \$10,000
DESIGNATION: Economic Development Revolving Loan Fund

SEDF did not provide any goods or services to the donor in return for this contribution.

500 N. Western Ave., Ste. 100 • Sioux Falls, SD 57104 • (P) 605.367.5390 • (F) 605.367.5394 • lynne@secog.org

EXECUTIVE DIRECTOR: Lynne Keller Forbes

BOARD OF DIRECTORS: David Edwards, President (Sioux Falls);
Ryan Boschee, Vice President (Sioux Falls); Amy Ibis, Secretary/Treasurer (Sioux Falls);
Eric DeHaan, Director (Sioux Falls); Lucas Fiegen, Director (Sioux Falls)



January 29, 2021

Eric Pauli, Community Relations Manager
Xcel Energy
PO Box 988
Sioux Falls, SD 57101

Dear Eric:

Thank you again for Xcel Energy's ongoing commitment to economic development in our state and region. In particular I want to thank you for your ongoing support of the South Dakota Small Business Development Center Network, which in addition to the SBDC includes the Procurement Technical Assistance Center, Manufacturing and Technology Solutions and the Small Business Innovation Research Programs.

What a challenging year 2020 turned out to be! What small business owner would have thought to add a "Pandemic" section in their Business Plan? Despite the impacts of COVID, I am proud to report that the SBDC maintained a high level of service, working with nearly 1,200 clients in the past year. Those clients started 71 new businesses, created or retained 584 jobs, and injected \$86 MM of new capital into our state's economy (a figure which actually surpassed our 2019 capital impact)

As you know, federal and state funding levels continue to remain flat making investments from outside partners, such as Xcel, increasingly important. Specifically we have tasked the \$10,000 we receive from Xcel to the support of one of our business advisors in the Sioux Falls office.

You will be glad to know that in the past year, this advisor counseled 124 clients who started 9 new businesses, created or retained 254 jobs and injected nearly \$16MM of new capital into the Sioux Falls MSA, which is the service territory for our Sioux Falls office.

All of the Xcel funds were used to provide direct service and support to the sustainability of the organization and none of the funds were used for lobbying.

Eric, thank you again for Xcel's support and leadership for economic development. We look forward to another great year and our continued partnership with you. As always, please do not hesitate to contact me if we can be of assistance to you or Xcel.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mark Slade", is positioned below the word "Sincerely,".

Mark Slade, State Director
South Dakota Small Business Development Center

2329 N. Career Avenue, Suite 106 ~ Sioux Falls, SD 57107
Phone 605-367-5757 ~ www.sdbusinesshelp.com

January 12, 2021

Eric Pauli
Xcel Energy
500 W. Russell St.
Sioux Falls, SD 57104

Dear Eric,

In what has turned out to be the most unusual year, the Governor's Office of Economic Development has worked hard to continue to assist communities and businesses to meet our goal of primary job creation for our residents as well as increasing our Gross Domestic Product.

While we would normally be looking to assist companies who wanted to start, expand or relocate their operation in South Dakota, a significant amount of time was spent this spring to help companies find the resources they needed during the pandemic. During the spring, we approved 200 loans totaling \$10.5 million dollars to help companies keep their doors open.

Since then, our economy has weathered the pandemic well and we are again working with companies looking to expand or relocate to South Dakota.

We thank you for your contribution of \$1500 to help support the Governor's Conference on Economic Development. While we were unable to host the conference this year because of the pandemic, we still had incurred expenses so we appreciate you allowing us to retain the dollars to help cover these expenses. None of these dollars were used for the purpose of lobbying.

We thank you for your continued partnership with GOED.

Sincerely,

A handwritten signature in dark ink, reading "Ann Gesick Johnson". The signature is written in a cursive, flowing style.

Ann Gesick Johnson



January 12, 2021

Eric Pauli
Xcel Energy
Community Relations Manager
500 West Russell Street
Sioux Falls, SD 57104

Eric:

On behalf of the Sioux Falls Development Foundation, thank you for your generous membership of \$1,500 to the Sioux Falls Development Foundation. Funds generated through membership are being used to fund various programs throughout the year. None of our budget is used for lobbying purposes/expenses.

In 2020, funds were expended in a few key areas. Those general areas are highlighted below:

Business Attraction, Retention & Expansion: Funds spent on marketing the Sioux Falls Region to site selectors, real estate brokers and corporate relocation specialists as well as programs directed at a local executive call effort and programs designed to identify growth opportunities, potential red flag companies and connection to resources needed for local companies to expand. Our new marketing partnership with NAI and Bender Companies has expanded our reach.

Talent and Workforce Attraction, Retention & Expansion: Funds were expended to address the area of workforce and talent shortage in programs including WIN in Workforce Summit, WIN Resources Publication, External Marketing to develop labor pipelines with major colleges, universities and tech schools and internal marketing to utilize and coordinate local workforce agencies and resources including K-12 educational and training

opportunities, special population outreach and immigration services. Programs included Talent Tours, Talent Draft, Talent Rebound and a host of Your Future programs directed at regional high schools.

Image & Brand Development: Developing consistent and effective marketing materials and social media campaigns to market the Sioux Falls Region coordinated with the efforts and programs above. We have partnered with Click Rain and Lawrence & Schiller to create an aggressive electronic media campaign targeting both new companies and talent.

Again Eric, thank you for your membership. We will continue to work on your behalf to grow our economy and create quality programming to address the attraction, retention and expansion of both business and talent in the region.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bob Mundt', with a stylized, cursive script.

Bob Mundt
President/CEO
Sioux Falls Development Foundation



January 12, 2021

Xcel Energy
500 W Russell St
Sioux Falls, SD 57104

Eric,

Thank you for \$5,000 Economic Development grant for our new swimming pool. The grant is being put to the construction cost of the new pool.

Construction is anticipated to begin in fall of 2021 with completion in the spring of 2022. Xcel Energy will be included in the "Wall of Honor" located at the new facility and will also be listed with other donors in the Sioux Valley News.

None of the dollars received were used for lobbying purposes/expenses.

We thank you for your support!

A handwritten signature in black ink that reads "Larissa Thorne".

Larissa Thorne

Administrative Coordinator
City of Canton

CITY OF

Lennox

PO BOX 228 • 107 SOUTH MAIN • LENNOX, SD 57039 • (605)647-2286 PHONE / (605) 647-2281 FAX

January 25, 2021

Eric Pauli
Community Relations Manager
500 West Russell Street
Sioux Falls, SD 57104

Dear Mr. Pauli –

On behalf of the City of Lennox, thank you for Xcel Energy's economic development grant for \$5700. The City has applied this funding toward park improvements at the City's Softball Field and renovations at Petal Pals Park. None of the funding received from Xcel Energy was used for lobbying purposes or any expenses related to lobbying.

Thank you again for your continued partnership!

Sincerely,



Nathan Vander Plaats, MPA
City Administrator

City of Marion

398 N Broadway, PO Box 94
Marion SD, 57043
Phone (605) 648-2869 / Fax (605) 648-3539



To Whom It May Concern,

I am writing this letter to provide information on how the 2020 Xcel Energy grant monies were used by the City of Marion, SD. We will be redoing a large section of Broadway Avenue, our main thoroughfare through town, during the summer of 2021. We have allocated the monies to go towards the purchase and installation of a new, two-sided digital sign to be placed along Broadway Avenue in conjunction with the project. The plan is to install the sign when the street lighting portion of the larger project is completed this summer. None of the dollars received were used for lobbying purposes or expenses.

If there are any further questions or concerns, please don't hesitate to contact the Marion City Office at the information above.

A handwritten signature in black ink, appearing to read "Alicia Petersen".

Alicia Petersen

Finance Officer



600 E. 1st St. • PO Box 128
Tea, South Dakota 57064
(605) 498-5192 p • (605) 498-5665 f
cityoftea@iw.net email

January 19, 2021

Mr. Eric Pauli
Xcel Energy
Community Relations Manager
500 W. Russell Street
Sioux Falls, SD 57104

Mr. Pauli:

On behalf of the City of Tea, I would like to thank Xcel Energy for the \$5000 Economic Development monies. These funds will help complete the final phase of the multi-use shared path in the Tea Athletic Park. The City started construction of phase 1 in 2015 and upon completion this spring, the City will have constructed over two miles of ten-foot shared use path within the park. This path will connect area neighborhoods to the downtown business district and provide a safe walking path to the new elementary school. The Tea Athletic Park will act as the central hub of the community.

Again, thank you for the grant monies. I want to assure that dollars received did not go to lobbying purposes or expenses. The phase 3 construction is slated to begin as soon as weather allows.

Sincerely,

A handwritten signature in blue ink, appearing to read "Kevin Nissen".

Kevin Nissen,
Planning & Zoning Administrator