



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

BUSINESS NEWSLETTER



Volume 6, Issue 4 | April 2021

SEDC Business Roundtable with U.S. Senator John Thune



SEDC recently hosted a Business Roundtable with U.S. Senator John Thune and Spearfish business and community leaders to discuss a wide variety of important economic development issues including workforce development, management of the Black Hills National Forest, education, and the national deficit.



“We sincerely appreciate Senator Thune taking the time to listen to our concerns and suggestions,” said SEDC Executive Director Kory Menken. “An important part of SEDC’s mission is to advocate for policies that promote economic growth and job creation for our area. Face-to-face discussions such as this allow us an excellent opportunity to share the input and ideas we receive from the SEDC membership.”



[Learn More Here](#)

SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

BUSINESS SPOTLIGHT

Landmark Realty & Development

Written by Cayley Schmitt | April 1, 2021

Rick Furnish is the current President and co-owner of the family business Landmark Realty & Development in Spearfish. The development company was founded in 1994 as a partnership between Rick, his father-in-law Vic Uttke, and his brother-in-law Terry Steen. Several years later, another brother-in-law, Wayne Klein, joined the firm and today Rick's son-in-law John Michael Elder and nephew Karson Klein have recently joined the company. Landmark also has two seasoned real estate agents, Jim Boke and Doug Hoff, who round out the team.



*Pictured Above from Left to Right:
Wayne Klein, Rick Furnish, Karson Klein & John Michael Elder*

Prior to jumping into real estate full-time, Rick had a career in music education. Having a master's degree in Music Education and Choral Conducting, he taught music from 5th graders to high schoolers, and later to college students

as the Director of Choral Activities at the University of Mary in Bismarck, North Dakota, while just being a real estate agent on the side for an extra source of income.

Today, Landmark Realty and Development Company is a highly successful and influential part of the Spearfish business community. The family has developed multiple office plazas, housing subdivisions, apartment and storage complexes and retail centers throughout town including their recent project (in conjunction with multiple excellent partners), The Village at Creekside and The Granary District near Exit 10 which includes The Farmhouse restaurant, Sawyer Brewing Company, Creekside Bean and Vine, Mimosa Salon, and more businesses soon to come!

“Relationships are key,” said Rick about building a successful business. “Developing and cultivating them are crucial. Even if you don’t agree, treating everyone with honor and respect is the key to success. You can always get further down the road working together!” The development company has “been blessed to work with many great partners over the years” on various projects, which have contributed to the growth and success of not only Landmark and its partners, but of the Spearfish community as a whole.

“Integrity is our Foundation” is the motto that guides the Landmark family business. “Faith and family are at the core [of our business] and integrity and honesty are non-negotiable,” shared Rick, adding that the best thing he has heard from a client is, “I trust you completely.” “We are truly for Spearfish, and a good deal of what we do is help meet the needs of our community in a positive way. We truly want to give back to the wonderful community that we live in!”

Rick, Vic, Wayne, Terry, John Michael, Karson, and the rest of the family find it important to give back to the Spearfish community in more ways than one. From participating on the SEDC Board of Directors and Spearfish Public and Christian School Boards to being active in community groups such as Kiwanis, Rotary, Optimists, Leadership Spearfish, church boards and worship teams to volunteering with non-profits like South Dakota Kids Belong, Realtors for Kids, Spearfish Foundation for Public Education, BHSU President’s Advisory Council, Spearfish Young Life, Monument Health Foundation, and the Good Shepherd Clinic, the family is heavily involved in the continued development of Spearfish and its residents. “I am a people person,” expressed Rick, which could also be said about his business partners. “I enjoy working with people, building relationships and collaboration. It has been an amazing journey and I wouldn’t change a thing! We love Spearfish!”



To learn more about the Landmark Realty and Development Company, visit

their website at www.SpearfishLandmark.com or stop by their office at 1130 N Main Street in the Landmark Northern Hills Office Plaza 2 in Spearfish.

[VistiLandmark Website](#)

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](#)

The 2021 SEDC Membership Campaign is Closing Soon!

Thank you to our new and renewing members for helping us reach and exceed our 2021 Membership Investment goal! If you have not yet already, we encourage you to renew your SEDC Membership for 2021 soon so that you may continue to receive this newsletter and other SEDC Membership benefits.

Annual Memberships begin as low as \$125.

Membership Levels:

Bronze - \$125 - \$249
Silver - \$250 - \$499
Gold - \$500 - \$999
Platinum - \$1,000 - \$1,999
Diamond - \$2,000+

**Invest and Receive your
2021 Investor Sticker Today!**

[Membership Brochure](#)



Sky Ridge Sports Complex Design Takes Shape



Spearfish will soon be eligible to host large soccer and softball tournaments, to include state and regional competitions, thanks to Sky Ridge Sports Complex, currently nearing the end of the design development stage and set to go to bid in April.

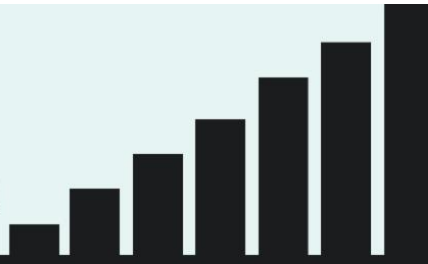
The sports complex will feature six regulation soccer fields, four regulation softball fields, spectator seating, two concession stands with public restrooms, approximately 450 parking spaces, as well as designated parking for up to four food trucks, a granular surface trail, and space for a future playground area with restroom and picnic shelter. The scheduled opening for the sports complex is Spring 2023.

Sky Ridge, a new development in the Exit 17 area, south of Colorado Boulevard and west of U.S. Highway 85, is designed for workforce housing and includes approximately 40 acres dedicated to the sports complex.

A 2013 housing study showcased the need for more affordable housing options in Spearfish and recognized that the City would have to take an active role in developing workforce housing. In 2019, the groundwork was laid, and property purchased, to make that priority a reality. Since then, the Mayor and City Council, in collaboration with the private industry, have worked to establish a plan to improve the supply of affordable housing in Spearfish through a public-private partnership between the City and developer, Dream Design International, Inc. Construction on Sky Ridge began in September. The development will feature 180 lots developed in phases over five years.

[Learn More Here](#)

BY THE NUMBERS



Spearfish City Reports:

BUILDING PERMITS	2021	2020	YTD 2021	YTD 2020
New Residential	20	15	35	24
New Commercial	1	1	1	3
Total Permits	55	34	122	69
Total Dollars	\$8,981,536	\$6,047,068	\$16,030,650	\$11,371,530

SALES TAX	2021	2020	YTD 2021	YTD 2020
2nd Penny Sales Tax	\$325,056	\$311,760	\$1,119,167	\$1,024,507
Hospitality Tax	\$41,627	\$46,273	\$144,235	\$152,664

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

SD Dept. of Labor Reports:

Labor Force 2021 2020

CITY OF SPEARFISH

Total Labor Force	6,351	6,252
Total Employed	6,179	6,079
Total Unemployed	172	173
% Unemployed	2.7%	2.8%

LAWRENCE COUNTY

Total Labor Force	13,597	13,395
Total Employed	13,185	12,996
Total Unemployed	412	399
% Unemployed	3.0%	3.0%

NORTHERN HILLS

(BUTTE, LAWRENCE, MEADE, & PENNINGTON COUNTIES)

Total Labor Force	89,930	89,257
Total Employed	86,883	86,072
Total Unemployed	3,047	3,185
% Unemployed	3.4%	3.5%

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

BHSU Unveils New Logo

A new Black Hills State University logo has been unveiled to the community. The new logo, which includes the initials B and H along with the outline of a pine tree, builds on the momentum, energy and sense of place at BHSU. BHSU President Laurie S. Nichols noted that the logo is an important symbol that celebrates the University's history and looks forward to the future of BHSU.



BLACK HILLS
STATE UNIVERSITY

Corinne Hansen, director of University and Community Relations at BHSU, noted that the new logo is a strategic marketing move. "As communication methods have changed through the years, we know that prospective students first learn about BHSU in the digital space – whether it's from viewing our webpage, reading emails or seeing our social media. Simplicity is key for logos especially in the digital world. The new logo will make a positive first impression through these digital formats and in print. As a part of the process for developing the new logo, we sought input from students, faculty and staff. Their ideas and suggestions are represented in this final design."

The logo also supports the University's strategic enrollment goals. "It's a distinctive graphic that is unmistakably Black Hills State University," Nichols

said. “This logo is part of our branding initiative at BHSU. Besides providing a unique identification of the school, a logo is also a representation for the university’s history, culture, and tradition. It depicts the values of BHSU and the origins of these values.”

The [BHSU Bookstore](#) has apparel and other items with the new logo available for purchase. For details about the new logo as well as historic logos, click the link through the button below.

[Learn More Here](#)

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](#)

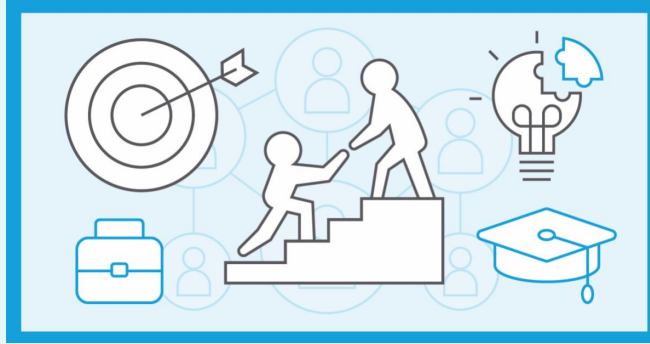


SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

**THE MORE
YOU KNOW** 

The Most Important Leadership Competencies,
According to Leaders Around the World

Harvard Business Review



Research over the past few decades has shown us that the most important leadership qualities are centered around soft skills and emotional intelligence. But do these skills point to deeper competencies?

A survey of 195 leaders from more than 30 global organizations suggests that there are five major themes of competencies that strong leaders exhibit:

- High ethical standards and providing a safe environment
- Empowering individuals to self-organize
- Promoting connection and belonging among employees
- Open to new ideas and experimentation
- Committed to the professional and intellectual growth of employees

[Read the Full Article](#)

Local Development News



BH Pioneer:

[BHSU, Spearfish Brewing to Introduce 'Yellow Jacket' Beer](#)

[Spearfish approves Miller Ranch annexation](#)

[Thune meets with community leaders, visits vaccination clinics](#)

Rapid City Journal:

[Spearfish Council Approves 2022-2032 Parks and Recreation Master Plan](#)

KOTA:

[SD, WY Congressional Delegations Express Concern Over Timber Sale Reduction](#)

KELO:

[Demand Grows for Housing Market in Spearfish](#)

[As COVID Slows Flow of Foreign Workers, BHSU](#)

[New Brew to Benefit BHSU Athletics](#)

[Experiments with a Faster-Track Tourism Degree](#)

Newscenter1:

[The Hills Self Storage Opens in Custer and Spearfish](#)

Other:

[Dusty Johnson: Conservation for Generations to Come](#)

Get Involved in the Community!

Legislative Recap with David Owen

Hosted by the Spearfish Area Chamber of Commerce

April 13th from 11:00 AM to 12:00 PM

Virtual

[Learn More Here](#)



Women in Networking

Hosted by SD CEO

April 15th & 29th from 8:30 to 9:30 AM

Virtual

[Learn More Here](#)



Spring Art Auction Online Fundraiser

Hosted by Spearfish Foundation for Public Education

April 19th to 27th

Virtual

[Learn More Here](#)



Spearfish Chamber Annual Banquet

Hosted by the Spearfish Area Chamber of Commerce

April 22nd from 5:00 to 8:00 PM

Holiday Inn Convention Center

[Learn More Here](#)



BHSU Triathlon Invite

Hosted by BHSU Women's Triathlon

April 25th at 8:00 AM

Lyle Hare Stadium

[Learn More Here](#)



LinkedIn 101

Hosted by SD CEO

April 28th from 10:00 AM to 12:00 PM

Virtual

[Learn More Here](#)



2021 Spring Hospitality Training

Hosted by South Dakota Dept. of Tourism

May 3rd - 6th at Various Times & Locations

Registration Required

[Learn More Here](#)



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



Become an SEDC Member Today!

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Let's Be Friends!

