



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

BUSINESS NEWSLETTER

Volume 6, Issue 6 | June 2021

SEDC Presents 2021 Emerging Business Achievement Award



SEDC awarded DirtBags BikeGear with the organization's *Emerging Business Achievement Award* on May 14. Members of the SEDC Board of Directors, SEDC staff and other community leaders were on hand to present owners Emily and Heath Brown with the special recognition. The presentation was held in conjunction with National Economic Development Week, which was officially proclaimed in Spearfish as May 9-15, 2021, by Spearfish Mayor Dana Boke.

The *Emerging Business Achievement Award* was created by SEDC in 2020 to honor start-up businesses that demonstrate successful business practices,

practice civic engagement, and partner with other businesses in the Spearfish community. “We are pleased to celebrate DirtBags’ many accomplishments and to recognize their dedication to innovation and the entrepreneurial spirit,” stated SEDC Executive Director Kory Menken. “It has been rewarding to work with them and to witness their continued growth.”



Located in a workshop behind their home at 524 N 7th Street in Spearfish, DirtBags has been operating part-time since 2015. DirtBags began when the husband-and-wife duo decided to sew themselves bags for a bikepacking trip through the Black Hills. Following the excursion, the couple decided to sell their high-quality handmade gear to support other outdoor bicycling enthusiasts. In December of 2020, Emily transitioned to DirtBags BikeGear full-time. The company has experienced enough growth to add four additional part-time positions and multiple machines to their fleet of equipment over the past year and is expecting a very busy summer in 2021.

“We love the bike community that is in the Black Hills of South Dakota,” said Emily Brown. “The trails are epic, the race events never disappoint, and the people are the absolute best. We want to keep this community thriving!”

[DirtBags Website](#)

Keating Resources Ribbon Cutting



After purchasing the old Polaris building in January, Keating Resources has opened “The Hills Self Storage” located at 125 Industrial Dr. in Spearfish. The building is a 52,000 square foot climate controlled self-storage facility. Keating Resources recently, purchased property in Deadwood and Custer. “Spearfish Economic Development Corporation (SEDC) appreciates the many investments Keating Resources has made in our community and the surrounding Black Hills,” said SEDC Executive Director Kory Menken. “We look forward to working them on additional projects in the future.”

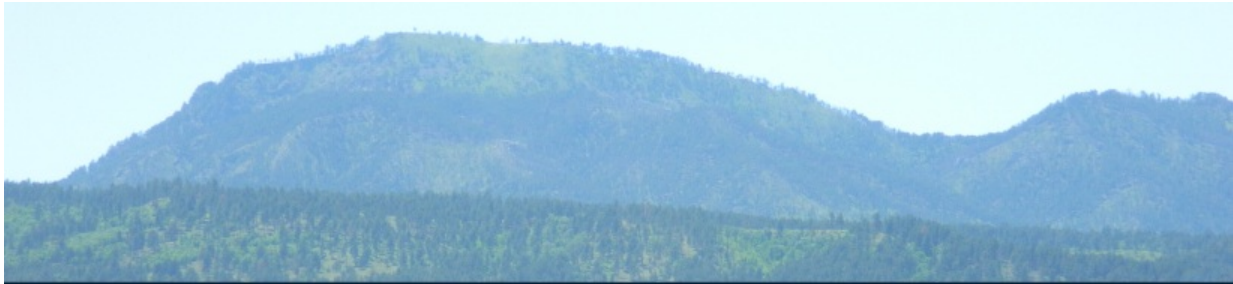
Keating Resources officially opened The Hills Self Storage in Spearfish on May 11 with a celebratory ribbon cutting. The facility is located in a 52,000 square foot facility on 6 acres fronting Interstate 90 located at 125 Industrial Drive.

“We are excited to open this facility which will play an important role in the growth of Lawrence County,” says Gerard Keating.

This comes after Keating Resources opened a similar facility in Custer back in March. Both facilities are the first to offer climate-controlled self-storage in Custer and Spearfish. The facilities each have a full-time on-site manager, from 9 A.M. to 4 P.M. daily. Units are available in size ranging from 50-800 square feet which can be consolidated for sizes up to 10,000 SF.



Keating Resources is owned by Gerard and Alec Keating. The company invests in real estate in Florida, Texas, South Dakota, Wyoming, and Nebraska and has offices in Atkinson, Nebraska, and Dallas, Texas.



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

BUSINESS SPOTLIGHT

Lynn, Jackson, Shultz & Lebrun, P.C

Drew Skjoldal is an attorney with the Lynn, Jackson, Shultz & Lebrun law firm and he works out of the firm's Spearfish office. Drew has been with the firm since it expanded to Spearfish in the summer of 2016. Growing up on a cattle ranch in Perkins County, South Dakota, Drew graduated from Bison High School and then attended Black Hills State University where he met his wife, Shelli. Drew obtained his law degree from Northern Kentucky University and practiced law in downtown Cincinnati for a few years before he and Shelli returned to Spearfish where they are raising their four young children.

Drew spends much of his time meeting with clients either over the phone, in person, or, lately, via Zoom. Drew specializes in estate planning, which involves meeting with clients to discuss and plan for the transfer of assets upon death and usually results in the drafting of a Last Will and Testament or Revocable Living Trust, as well as with assisting clients in the probate process and trust administrations after a family member has passed away. Drew also assists clients in the guardianship and conservatorship process, securing protections for family members or individuals that are no longer able to make decisions for themselves. Hearing a client express "a sense of peace" after finalizing estate planning documents, knowing that they have done everything they can to make things as



easy as possible for their family, is a very rewarding feeling that Drew aims to deliver to all his clients. Drew also shared that the most gratifying cases he has had involve protecting those that are most vulnerable, such as taking several pro bono cases where it is clear that the client is unable to afford an attorney but without representation would suffer harm.

Drew enjoys being part of a generation of young community leaders in Spearfish who are committed to this area and its people. Drew's commitment to the community is apparent as he works to build a reputation for integrity and for providing quality work. Drew finds his legal practice rewarding and he and Shelli are glad that they chose to put down roots in Spearfish. "I am grateful to raise my family in a safe community that has a lot to offer young families in terms of recreation and activities," he shared. "Although Spearfish is rapidly growing, it still feels like a small town in many ways."

LYNN JACKSON --- ATTORNEYS

If you would like to get ahold of Drew for your estate planning needs, visit Lynn Jackson's website or give his office a call at 605-722-9000.

[Lynn Jackson Attorneys 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](#)

SEDC Lunch & Learn with BHSU Career Development Center



BLACK HILLS PIONEER - In a push to make sure students are as prepared as possible for future careers, Black Hills State University (BHSU) is expanding its Student Success Center and Career Development department. The Career Development Program Coordinator Andrea Bakeberg explained that "really, all of the services and things I do are geared towards that end goal of getting students out into the workplace and really to be successful when they get there."

Bakeberg reviews resumes and cover letters, conducts mock interviews, and helps students research what types of jobs there are within the field of the majors to prepare for their job search. She also arranges classroom visits with employers from the community to present to students some of the basic qualities they look for when hiring. She also hopes to arrange on-site visits to bring students into workplaces in the future.

Bakeberg said she directs students to use an online job search resource called Handshake to post resumes and search not only for careers, but part-time and full-time work while in school, as well. Handshake is geared towards college students and recent graduates. It allows students to search for all types of employers and for employers to seek out employees based on exact parameters they select themselves.



Priscilla Romkema, provost and vice president of academic affairs at BHSU said the Student Success Center and Career Development programs are meant not only to help students, but also address the growing workforce needs

in Spearfish. "We want to work hand in glove with the business community," she said addressing a group of employers during the SEDC event. " We want our students to have these opportunities and these two individuals are doing a great job in helping us do our part in preparing so that they're ready for you."

To learn more, contact the BHSU Student Success Center by calling 642-6459 or by emailing StudentSuccess@BHSU.edu or contact Bakeberg directly at 642-6269 or by emailing Careers@BHSU.edu.

[BHSU Career Center Website](#)



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

**THE MORE
YOU KNOW** 

10 Things Millennials Look for in an Employer

Data shows that Millennials tend to receive multiple offers in their job searches. So, how do businesses stay competitive and attract top talent? Here are some attributes and benefits that Millennials will evaluate your business on during their job search.

- **Corporate Learning.** Millennials look for jobs where they can truly immerse themselves in all aspects of a business, learn quickly and make a positive impact early on.
- **Purpose.** Almost 80 percent of young Millennials say they would be more motivated and committed at work if they felt their employer made a positive impact on society.
- **Culture.** Millennials in particular want a sense of community, transparency, and collaboration amongst employees.
- **Flexibility.** Millennials work well with clear instructions and concrete targets, so managers should focus on whether or not the task gets done well and on time rather than where or how they complete task.
- **Responsibilities.** Millennials recognize their place on the totem pole, but

as they enter into the workforce they want to be empowered to speak up, manage up, and take the lead on important tasks.

- **Strong Relationships.** Millennials want a boss they can trust, someone they feel comfortable talking to and who is invested and interested in their professional and personal development.
- **Innovation.** Companies who want to stay competitive have no choice but to innovate, challenge the norms and progress their people and ideas forward. Millennials not only want to be a part of this, they want to be a driving force for its success.
- **Room to Fail.** Millennials want to work for a business that embraces opportunities to take risks and either reap the rewards or learn from failures.
- **Volunteer Opportunities.** Volunteer opportunities are a great way for companies to show their commitment to their mission and their employees. Volunteering also boosts engagement levels, encourages collaboration and builds stronger teams.
- **Perks.** Millennial or not, who says no to free snacks and having the ability to bring your dog to work?

2021 SEDC Women in Leadership Scholarship Applications Open

SEDC is seeking a 2021 Scholarship Recipient for the Women in Leadership Series presented by SD CEO Women's Business Center. Candidates must be an officer or employee of an organization with SEDC Membership in good standing, have a desire to develop, foster and enhance leadership skills in and around the Spearfish area, and be willing and able to commit to the following:

- Attend all sessions for the Women in Leadership course, to be held at The Barn at Aspen Acres just outside of Spearfish
 1. Wednesday, July 28 | 12:00 PM - 4:00 PM
 2. Thursday, July 29 | 9:00 AM - 4:00 PM
 3. Friday, July 30 | 9:00 AM - 4:00 PM
- Agree to marketing collaborations with SEDC & SD CEO to help promote future scholarship opportunities for the Women in Leadership course

SD CEO

Center for Enterprise Opportunity
Women's Business Center

Applications for the 2021 Women in Leadership Scholarship are due on Friday, June 25, 2021 by 11:59 PM and may be submitted by mail to Spearfish Economic Development Corporation at 106 W Kansas Street, Spearfish, SD 57783 or by email to Cayley Schmitt at office@spearfishdevelopment.com.

[Learn More Here](#)

[Download Application](#)

Share the News!

Did you know that our monthly electronic SEDC Business Newsletter is

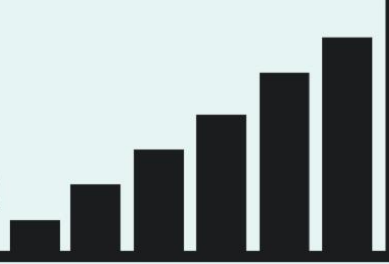
**ENVIRONMENTALLY FRIENDLY, COST-EFFECTIVE,
AND EASY TO SHARE?**

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](#)

BY THE NUMBERS



SD Dept. of Labor Reports:

Labor Force 2021 2020

CITY OF SPEARFISH

Total Labor Force	6,044	6,890
Total Employed	5,861	5,605
Total Unemployed	183	1,285
% Unemployed	3.0%	18.7%

LAWRENCE COUNTY

Total Labor Force	12,908	15,310
Total Employed	12,507	1,981
Total Unemployed	401	3,329
% Unemployed	3.1%	21.7%

NORTHERN HILLS

(BUTTE, LAWRENCE, MEADE, & PENNINGTON COUNTIES)

Total Labor Force	89,350	92,282
Total Employed	86,543	78,417
Total Unemployed	2,807	13,865
% Unemployed	3.1%	15.3%

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

Spearfish City Reports:

BUILDING PERMITS 2021 2020 YTD 2021 YTD 2020

New Residential	10	9	57	41
New Commercial	1	2	2	7
Total Permits	48	41	215	147
Total Dollars	\$6,218,526	\$2,403,525	\$28,770,835	\$20,178,257

SALES TAX 2021 2020 YTD 2021 YTD 2020

2nd Penny Sales Tax	\$417,842	\$305,207	\$1,978,821	\$1,674,330
Hospitality Tax	\$55,664	\$36,833	\$273,648	\$239,307

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

Local Development News



BH PIONEER:

[Spearfish reviews traffic study at Colorado Blvd.](#)

[The Hills Self Storage opens in Spearfish](#)

[BHSU 2021 Stadium Sports Grill Yellow Jacket Classic, June 25-26](#)

KOTA:

[The Vault Lounge in Spearfish](#)

[Spearfish ice-cream shop teams up BHSU athletics](#)

[SD Department of Tourism and Labor launch tourism hiring initiative](#)

[Welcome to Spearfish](#)

[Sky Ridge Sports Complex bid awarded](#)

[Deer Mountain Ski Resort to Reopen in 2022](#)

OTHER:

[10 Best SD RV Parks](#)

[SERF study highlights economic impacts in south dakota](#)

Get Involved in the Community!

Trash Pick Up Day

Hosted by Beautify Spearfish & The Hook YP
Wednesday, June 9 | 5:45 - 7:30 PM
Lookout Mountain Park | Nevada St. Entrance
[Learn More Here](#)



June Coffee Connection

Hosted by Spearfish Area Chamber of Commerce
Friday, June 11 | 8:00 - 9:00 AM
Spearfish City Campground
[Learn More Here](#)



D.C. Booth 125th Anniversary Celebration

Hosted by D.C. Booth Society & SD Humanities Council
Friday, June 11 | 1:00 PM
DC. Booth Historic National Fish Hatchery
[Learn More Here](#)



Saturday Night Jazz in The Vault

Hosted by Nowhere Men's Clothier
Every Saturday | 5:30 - 8:30 PM
Nowhere Men's Clothier
[Learn More Here](#)



BHSU Festival of Talks

Hosted by Black Hills State University
June 14 - 17 | 8:00 AM - 3:30 PM
The Joy Center
[Learn More Here](#)



Photography at the Hatchery

Hosted by D.C. Booth Society
Monday, June 14 | 1:00 - 2:30 PM
D.C. Booth Historic National Fish Hatchery
[Learn More Here](#)



Women in Networking Luncheon

Hosted by SD CEO
Tuesday, June 15 | 12:00 - 1:00 PM
Spearfish Holiday Inn

[Learn More Here](#)



Chuckwagon Cowboy Supper Show

Hosted by High Plains Western Heritage Center
June 15, 22, 29 | 5:30 PM Supper | 6:15 PM Show
High Plains Western Heritage Center

[Learn More Here](#)



Puppet Show & Termespheres

Hosted by D.C. Booth Society & SD Arts Council
Wednesday, June 16 | 11:00 AM
D.C. Booth Historic National Fish Hatchery

[Learn More Here](#)



Canyon Acoustic Series

Hosted by Spread the Tunes & Crow Peak Brewing
Every Wednesday | 6:00 - 8:30 PM
Spearfish City Park

[Learn More Here](#)



North Side Nights

Hosted by Crow Peak Brewing Company
Friday, June 18 | 6:00 PM
Crow Peak Brewing Company

[Learn More Here](#)



Book Fair and Signings

Hosted by D.C. Booth Society
Sunday, June 20 | 1:00 - 3:00 PM
D.C. Booth Historic National Fish Hatchery

[Learn More Here](#)



Boots to Business Reboot

Hosted by VBOC & SD CEO
Tuesday, June 22 | 8:00 - 11:00 AM
Online

[Learn More Here](#)



Sasquatch Game Social

Hosted by The Hook Young Professionals
Friday, June 25 | 6:35 - 10:00 PM
Black Hills Power Sports Complex

[Learn More Here](#)



North Side Nights

Hosted by Sawyer Brewing Company
Friday, June 25 | 6:00 PM
Sawyer Brewing Company

[Learn More Here](#)



"Once Upon a Shoe" & "Bad Play"
Hosted by The Matthews Opera House
Sunday, June 27 | 2:00 PM
The Matthews Opera House
[Learn More Here](#)

MATTHEWS
OPERA HOUSE & ARTS CENTER

Summer Campfire Series
Hosted by McGuigan Farm
Tuesday, June 29 | 5:30 PM
McGuigan Family Farm
[Learn More Here](#)



Fourth of July Parade
Includes B-1 Bomber Flyover
Sunday, July 4 | 12:00 PM
Spearfish High School
[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!

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

Let's Be Friends!

