



SPEARFISH ECONOMIC DEVELOPMENT CORPORATION

**BUSINESS
NEWSLETTER** 

Volume 5, Issue 11 | November 2020

Congressman Johnson Speaks With Spearfish Business Owners

As congressional leaders work with the White House to nail down a stimulus relief bill, local small business owners got the lowdown from Congressman Dusty Johnson and expressed their concerns.

Economic growth is on the minds of small business owners in Spearfish. From community staples to start-ups, they have all been affected this year, and they got to voice their concerns to Congressman Johnson about the Cares Act Relief. It's an opportunity the business owners don't take lightly, as elected officials in larger communities are often not as accessible.

"It's just a chance to get a Washington D.C. update, hear what is happening, especially with the second stimulus bill taking place right now," said executive director of the Spearfish Economic Development Corp., Kory Menken. "A chance for us to say thank you to the congressman for all his work on behalf of the local business community. But really just to learn, for him to hear first-hand from members of the Spearfish business community what kind of an impact this has had on our local community."



While the pandemic has taken a toll on all areas of life, Spearfish has managed to maintain some normalcy. Between tourism, and the return of college students, the city has thrived, and in some cases, even exceeded expectations.

“No question about it, we’ve had businesses impacted negatively, but we’ve also seen some significant increases,” said Menken. “Our building permit valuations are higher this year than last year. Sales tax, our second penny sales tax, is actually up 5%.”

While talks of a new stimulus relief package continue in Washington, it’s not certain whether or not it will come before the election. Regardless, business owners here were glad to spend the afternoon with their congressman. “Honestly, it’s been great to have the congressman here, said owner of the Barn at Aspen Acres, Tia Berens. “He has just really opened the door to a lot of us small businesses to give feedback. To not talk about only about the past but about the future, and how they can make new packages that would be helpful for us.”

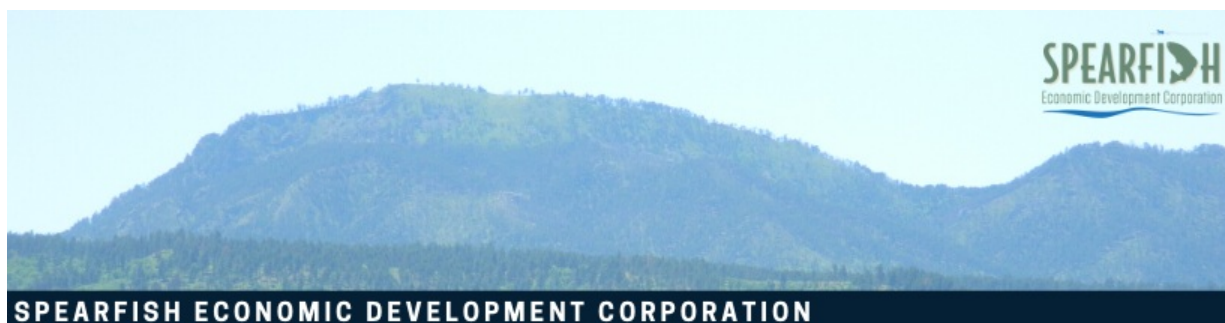
Text Courtesy of NewsCenter1

"Why Not Spearfish?" Video Debuts



As part of SEDC's ongoing efforts to recruit new businesses and additional workforce talent to our vibrant community, we recently released a brand new video highlighting the many benefits of living and working in Spearfish!

We encourage you to take a look!



BUSINESS SPOTLIGHT

Prairie Hills Transit

Written by Cayley Schmitt | November 2, 2020

Barb Cline is the founder and Executive Director of Prairie Hills Transit, a transportation company based out of Spearfish. Prairie Hills Transit offers public transportation across many communities in the Western Black Hills: Spearfish, Belle Fourche, Newell, Nisland, Lemmon, Vale, Sturgis, Whitewood, Lead, Hot Springs,



Custer, Edgemont and Martin. You may have seen Barb in the news recently for being inducted into the South Dakota Department of Transportation's Hall of Honor this year.

Prairie Hills Transit began as only one "old green van". Barb was working for North Central Health Services in 1989 as the Senior Meals Director when she realized that many of her clients often did not come to get their meals simply because they did not have a way to get there. After writing a grant, obtaining funding, working with clients, and gaining permission from her supervisor to use the "old green van", Barb began transporting seniors around town. Her clients loved it and the word spread; soon parents were wanting their children transported and other communities were inquiring as to how they, too, could get in on the bandwagon.

Today, Prairie Hills Transit provides transportation to anyone who needs it: children who need to get to school or activities, individuals who need to get to healthcare appointments or nursing homes, and anyone in the general public who just needs a lift. The now 45-vehicle fleet of vans (mostly lift-equipped) covers over 16,500 square miles and reaches the borders of North Dakota, Wyoming, and Nebraska.



When Barb started, she did not realize how great the need for transportation services truly was in Western South Dakota. To many people in our communities, Prairie Hills Transit services are a lifeline for preventing isolation and promoting a healthy lifestyle. These transportation services provide opportunities for the public as well as for the many businesses that the company partners with.

As a proud native of Spearfish, Barb strives to help her neighbors retain their independence and experience the benefits of living here in the Hills. "The opportunity to make a difference in people's lives every single day is attainable," she says. "Never lose sight of the goal. If you think you can and you try hard enough, you can."

Barb saw a need in our community and decided to do something about it. That small act of service started her on a path of success not just for herself but for thousands of others around her. She is a testament to the famous quote by Anne Frank, "No one has ever become poor by giving," and we are proud to

call her our SEDC Board President, neighbor, and friend.

[Prairie Hills Transit Website](#)

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.

[Business Spotlight Interest Form](#)

2021 Memberships Open

The 2021 SEDC Membership Investment Campaign kicked off on November 1st.

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](#)



SEDC Board Positions Open



Do you have a desire to help develop, foster, and enhance economic growth in and around Spearfish? If so, we encourage you to apply for a position on our Board of Directors. SEDC is currently accepting applications from dedicated and passionate individuals to fill 2 positions for the 2021-2023 term.

Applications Due November 9th!

[Apply Here](#)

SBA Loans to South Dakota Small Businesses Reach Record Highs



Thirty-one thousand loans worth \$2.2 billion stabilized South Dakota's small business sector in Fiscal Year 2020.

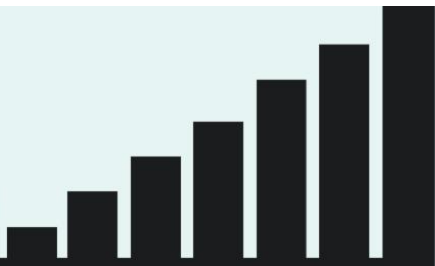
The [U.S. Small Business Administration](#) announced Fiscal Year 2020 summary loan data of the financial assistance provided through traditional loan program lending as well as aid provided via the CARES Act. Loans guaranteed through traditional SBA-backed lending programs exceeded \$28 billion; however, enactment of the CARES Act dramatically increased loan volume guaranteed by the Agency. In FY20, the Paycheck Protection Program (PPP) provided an additional 5.2 million loans worth more than \$525 billion, the Agency's

Economic Injury Disaster Loan Program added another 3.6 million small business loans valued at \$191 billion, and an additional 5.7 million EIDL Advances worth \$20 billion.

In South Dakota, nearly \$1.7 billion in PPP loans assisted 23,470 small businesses to weather the Covid-19 pandemic. An additional \$469 million in Economic Injury Disaster Loans were made to South Dakota firms.

“PPP and EIDL provided a lifeline to South Dakota small businesses in an extremely difficult economic time,” said SBA South Dakota District Director Jaime Wood. “While SBA resources are always available to assist small businesses, the Agency significantly increased efforts during the COVID-19 natural disaster.” Wood added that recovery efforts are still taking place across the state.

BY THE NUMBERS



Spearfish City Reports:

	2020	2019	YTD 2020	YTD 2019
BUILDING PERMITS				
New Residential	5	9	78	45
New Commercial	2	1	13	8
Total Permits	57	36	478	272
Total Dollars	\$3,952,086	\$5,047,642	\$45,146,772	\$34,320,823

	2020	2019	YTD 2020	YTD 2019
SALES TAX				
2nd Penny Sales Tax	\$492,624	\$403,345	\$3,809,120	\$3,548,997
Hospitality Tax	\$95,235	\$78,094	\$619,959	\$603,272

BUILDING PERMITS AND SALES TAX ARE BASED ON THE MOST RECENT CITY OF SPEARFISH REPORT FROM OCTOBER OF 2020

SD Dept. of Labor Reports:

Labor Force	2020	2019
CITY OF SPEARFISH		
Total Labor Force	6,382	6,275
Total Employed	6,153	6,100
Total Unemployed	229	175
% Unemployed	3.6%	2.8%
LAWRENCE COUNTY		
Total Labor Force	13,703	13,343
Total Employed	13,154	12,970
Total Unemployed	549	373
% Unemployed	4.0%	2.8%
NORTHERN HILLS (BUTTE, LAWRENCE, MEADE, & PENNINGTON COUNTIES)		
Total Labor Force	88,572	90,542
Total Employed	84,870	87,943
Total Unemployed	3,702	2,599
% Unemployed	4.2%	2.9%

LABOR FORCE DATA IS BASED ON THE MOST RECENT SD DEPARTMENT OF LABOR & REGULATION REPORT FROM SEPTEMBER OF 2020

Local Development News

Black Hills Pioneer:
[Spearfish Approves TIF District for Sky Ridge](#)

[Vast Broadband Donates to D.C. Booth Hatchery](#)

[Spearfish Martial Arts Academy Celebrates 10 Years](#)

NewsCenter1:
[Dusty Johnson Visits Spearfish](#)



KELO:

[Spearfish Canyon Featured on CBS Sunday Morning](#)

Argus Leader:

[Realtors Seeing Rush of Relocations to South Dakota Amid Pandemic](#)

Get Involved in the Community!

EIDL & PPP Loans Q&A

Hosted by SD CEO & VBOC of the Dakotas

Every Tuesday | 10:00 to 11:00 AM

Via Zoom

[Learn More Here](#)



Miniatures Art Show & Food Sampling

Hosted by Creekside Bean & Vine

Monday, November 9 | 5:00 to 8:00 PM

Creekside Bean & Vine

[Learn More Here](#)



November Social: Crafts of Care

Hosted by The Hook Young Professionals

Tuesday, November 10 | 5:00 to 7:00 PM

Studio 621

[Learn More Here](#)



Women in Networking - In Person!

Hosted by SD CEO & Rose Group Intl.

Thursday, November 12 | 8:30 to 9:30 AM

The Joy Center

[Learn More Here](#)



Snow Fest 2020

Hosted by The Barn at Aspen Acres

Friday, November 13 | 6:00 to 10:00 PM

The Barn at Aspen Acres

[Learn More Here](#)



Women in Networking - Virtual

Hosted by SD CEO

Thursday, November 19 at 8:30 AM

Via Zoom

[Learn More Here](#)



Winter Wonderland Light Display

Hosted by the Spearfish Optimists Club

December 11, 12, 18, 19, 24 & 26 from 5:00 to 8:00

PM

Spearfish City Campground

[Learn More Here](#)



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



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Let's Be Friends!

