

**Hartford City Council Agenda**  
**Tuesday, April 7, 2020 - 7:00 p.m.**

**Due to the COVID-19 Pandemic, the City of Hartford will be conducting city meetings via teleconference in order to promote social distancing and abide by CDC standards and Governor Noem's Executive Order**

**To Join the Meeting from your Computer, Tablet or Smartphone go to:**  
<https://global.gotomeeting.com/join/865649221>

**To Join the Meeting by Phone dial:**  
**1-408-650-3123**

**Access Code: 865-649-221**

Mayor: Jeremy Menning  
Ward 1: Mark Brenneman and Travis Kuehl  
Ward 2: Mark Monahan and Brittany Glanzer  
Ward 3: Scott Nelson and Arden Jones

**Business Items**

- Roll Call of Mayor and City Council Members
- Additions to the Agenda/Approve Agenda
- Approve Minutes of Previous Meeting(s)
  - \*Regular Meeting Minutes - 03/17/2020
  - \*Equalization Board Meeting Minutes - 03/18/2020
- Approve Bills submitted for Payment (if any)

**Public Comments** - Public Input on Non-Agenda Items

\*Action cannot be taken on items discussed unless specifically listed elsewhere on the agenda\*

**Applications, Hearings, Resolutions & Ordinances**

- 1st Reading of Ordinance #685 - Amend Chapter 3.01 - Nuisances
- 7:05 Hearing on Resolution 2020-6 - Deannexation of Parcel #71116

**Reports**

- Minnehaha Sheriff Deputy Report - Deputy Ryan
- City Engineer Report - Stockwell Engineers
- Public Works Superintendent - Craig Wagner
  - \*Review Quote for Mag Water
  - \*Discuss Maintainer Repair Options
- Finance Officer Report - Karen Wilber
  - \*Reschedule of Municipal Election
- City Administrator Report - Teresa Sidel

**Old Business**

- Chamber Proposal for Additional Funding
- HADF Envision 2025 Capital Campaign - Pledge Amount

**New Business**

- Hire Full-Time Public Works Assistant - Alan Brown
- Review Tax Abatement Request on Parcel #60662
- COVID-19 Update and Discussion

**Correspondence**

**Executive Session (SDCL 1-25-2)**

**Adjournment**

**Next City Council Meeting: Tuesday - April 21, 2020**

## City Council Meeting – Regular Meeting March 17, 2020

Mayor Jeremy Menning called the meeting to order at 7:00pm at Hartford City Hall with the following city council members present: Mark Monahan, Mark Brenneman, Arden Jones, Travis Kuehl, Brittany Glanzer and Scott Nelson. Also present were City Administrator Teresa Sidel, City Finance Officer Karen Wilber, Public Works Superintendent Craig Wagner, Chamber & Economic Development Director Jesse Fonkert, City Engineer Mitch Mergen and approximately twelve people from the public.

### BUSINESS ITEMS:

- **Approve Agenda:** A motion was made by Jones, second by Brenneman to approve the agenda as set - all voted yes, motion carried.
- **Approval of the Minutes:** A motion was made by Kuehl, second by Jones to approve the meeting minutes from March 3, 2020 – all voted yes, motion carried.
- **Approval of the Bills:** A motion was made by Kuehl, second by Brenneman to approve the bills submitted for payment – all voted yes, motion carried.

**PUBLIC COMMENTS:** Gabby Hoing, with the Hartford Area Chamber of Commerce (HACC), was present to address the council about the transition to the new Chamber & Economic Development Director. Fonkert's last day in this roll will be Mar 27<sup>th</sup>. Hoing is concerned that duties Fonkert currently does for the HACC will not get done in the interim of the new director being hired. She proposed that, during the transition, city funds be allocated to outsource some of the items Fonkert did such as the quarterly newsletter, marketing, advertising and social media. Mayor Menning indicated that they have started reviewing applicants for the position and expect to be conducting interview in the coming weeks. Since this is not an agenda item, no action can be taken. Hoing will present a proposal at a future meeting.

**VISITORS:** Al Doeve, with NCDS, was present to provide the council an update on the HADF's Hartford Envision 2024 campaign.

### ORDINANCES, RESOLUTIONS, APPLICATIONS AND HEARINGS:

- **7:05 Hearing of Resolution 2020-4 – Vacate S Portion of Alley, Block 8 Drakes Addition:** The City has received a signed vacate petition to vacate the south 161.54 ft of the 15 ft wide alley running north/south between E 1<sup>st</sup> St and E Railroad St in Block 8 of Drakes Addition. This would be the portion of alley that runs between the property of Sioux Valley Energy and Golden West. There are existing utility easements on the property. The Planning & Zoning Board has reviewed this application and is recommending approval with the condition that all existing easements remain in place. A motion was made by Nelson, second by Jones to approve Resolution 2020-4 to vacate the south 161.54 ft of the 15 ft wide alley running north/south between E 1<sup>st</sup> St and E Railroad St in Block 8 of Drakes Addition and leaving all existing easements in place – Kuehl abstained, Monahan voted no and all others voting yes, motion carried.
- **7:10 Hearing of Resolution 2020-5 – Vacate ROW for “Old” Mickelson Road:** The City has received a signed vacate petition to vacate a portion of the “old” Mickelson Road ROW that will no longer be used with the construction of the new road. It would be the section of the old road starting at Hwy 38 and to the west about 413 ft. There is an existing utility easement on the property. The Planning & Zoning Board has reviewed this application and is recommending approval with the condition that the existing easement remains in place. A motion was made by Nelson, second by Brenneman to approve Resolution 2020-5 to vacate a strip of statutory right-of-way in the N1/2, NW1/4 of Section 26 and the S1/2, SW1/4 of Section 23, Township 102N, Range 51W in Minnehaha County and leaving all existing easements in place – all voted yes, motion carried.
- **2<sup>nd</sup> Reading of Ordinance #684:** Jarding Development has applied to rezone a parcel of land located on the NW corner of Mickelson Rd & Colton Rd. When this land was annexed into the City it was zoned as community commercial. The developer would now like to develop 3 single family dwelling lots. A motion was made by Jones, second by Nelson to approve 2<sup>nd</sup> Reading of Ordinance #684 to rezone Parcel #15988 from community commercial to residential – all voted yes, motion carried.
- **Resolution 2020-3 – Agreement between City of Hartford & Hartford Area Development Corporation (HADC):** Resolution 2020-3 acknowledges the City's support of the HADC and the pursuit of economic development initiatives. This resolution also acknowledges the City's endorsement of the Envision Hartford 2024 campaign, including both organizational and fiduciary responsibilities. A motion was made by Jones, second by Brenneman to approve Resolution 2020-3 – Kuehl abstained, Monahan voted no and all others voting yes, motion carried.

- **Update to Sidewalk Policy P2014-1A:** The City currently has a policy in place for Sidewalk Inspections. Inspections are done a three-year rotation, inspecting one of the three wards each year. The City will identify sidewalks that are defective, and a courtesy letter will be sent to the property owner. This policy was updated to add the following as a criteria for defect: if the sidewalk has vegetation growth or debris on over 50% of any panel. A motion was made by Brenneman, second by Jones to approve updated Sidewalk Policy P2014-1A – all voted yes, motion carried.
- **1<sup>st</sup> Reading of Ordinance #685 – Amend Chapter 3.01 Nuisances:** Ordinance #685 would amend Chapter 3.01 - Nuisances to include blowing/throwing grass in city streets and burning leaves to the list of nuisances. It was also amended to include an annual fine to individuals in violation of not mowing or maintaining noxious weeds on undeveloped areas within the city. Proposed verbiage states an annual fine of \$250 for the first offence and \$500 for the second offence. It was the consensus of the council that the fine should be per occurrence rather than annually. There was also an interest expressed in obtaining information as to what other communities do in regard to this. Revisions will be made, and it will be presented at a later meeting.
- **Special Event Request – National Honor Society Miles for Murphy 5K Run/Walk:** The WC High School National Honor Society has submitted special event application to hold a 5k run in honor of counselor Kier Murphy. The 5k would require the use of City streets. A map of the route was provided. The group is requesting the use of paint to mark the street and that the \$5 application fee be waived. A motion was made by Nelson, second by Glanzer to approve special event permit to hold 5k race on city streets on Apr 4, 2020 from 8am to 10am with City to provide paint to mark the streets and the application fee to be waived – all voted yes, motion carried.
- **Review Plat for Lot 1 of Haines Addition:** Wyatt Haines was present to address the council. Mr. Haines is platting a portion of his land that is located outside of Hartford city limits but within our platting jurisdiction with Minnehaha County. The plat has come before the council for approval. The City's Subdivision Regulation require that before approval can be granted on a plat within the platting jurisdiction, a pre-annexation agreement must be signed by the landowner. Mr. Haines is requesting that the city waive the requirement of the pre-annexation agreement. He purchased this property in April 2018 before this regulation was put in place. They are making a substantial long-term infrastructure investment, such as water and septic, on this property. Their fear is that years down the road they may be required to spend even more money to hook on to city services when the infrastructure they have is servicing their needs adequately. This plat did go before the Planning & Zoning Board and they recommended approval the plat with the requirement of the pre-annexation agreement. A motion was made by Monahan, second by Nelson to approve the plat for Lot 1 of Haines Addition and to waive the requirement of the signed pre-annexation agreement – Jones & Kuehl voted no with all others voting yes, motion carried.

## **REPORTS:**

- **Fire Department Report:** Fire Chief Bryon Shumaker was present to give a department update to the council. Shumaker reported that Feb had 28 total calls with 19 in city limits. An update was given on the various trainings that were held for fire and EMS services. Shumaker has participated in meeting regarding COVID-19 and steps responders need to take to stay safe.
- **Chamber & Economic Development Director Report:** Director Jesse Fonkert's report, recapping activities for both the Chamber and HADF, was provided to the council. Highlights: #DiscoverHartford campaign is planned for Apr 27-May 2, Chamber Executive Committee has met to discuss planning for director vacancy, Chamber annual banquet was successful with nearly 200 in attendance, work continues on Envision Hartford 2024, HADF continues to work on several active prospective projects, HADF 2020 board members include President Justin Eich, Vice-President Lyle Howey, Secretary Dave Larson, Treasurer Blair Bathke, Travis Kuehl, Keith Mattiesen, Jake Droge, Merlin Goebel & Eric Bartmann.
- **Engineer Report:** Mitch Mergen's report was provided to the council.
  - Ruud/Opal Lane Intersection Improvements** – Survey work is complete and design work is underway. Once complete, plans will be presented to City staff for review.
  - 9<sup>th</sup> Street Improvements** – A preconstruction meeting will be schedule in the coming weeks.
  - Industrial Park Sanitary Sewer Extension** – Bid documents are now complete and engineers are requesting approval to advertise the project for bid. Awarding of any bid would be contingent on acquiring final easement documents. A motion was made by Nelson, second by Monahan to advertise the Industrial Park Sanitary Sewer Extension project for bid. Further discussion was held on the timeframe of awarding the bid and funding source for the project. Nelson called the vote. All voted yes, motion carried.
  - Swenson Park Restroom Building** – Cost estimates and drawings are complete and have been provided to City staff.

- **Public Works Report:** Public Works Superintendent Wagner's report was provided to the council.  
Streets – The maintainer has been taken to RDO for what seems to be a fuel pump repair. Staff will be working on street sign installs in the coming weeks. The street sweeper has been serviced and is ready to go out this week. Staff has been hauling crushed concrete and gravel to replenish stockpiles for upcoming season. The speed trailer has been set out at various locations.  
Water – Five hundred additional meter have been ordered. Now that water samples have been taken, quarterly reporting will be done.  
Sewer – Monthly reporting has been done. Samples are scheduled to be taken in the spring.  
Park – Shelter sinks have been installed. Staff will be cleaning restrooms in coming week to prep for opening. New picnic tables & bleachers have been assembled. The new scoreboards have been installed.
- **Finance Officer Report:** City Finance Officer Wilber's report was provided to the council. Items included cash balances, sales tax revenue and committee fund balances as of Feb 29<sup>th</sup> and a recap of bills submitted for payment. The City's Equalization Board meeting will be Mar 18<sup>th</sup> at 7pm. There will be an election for Ward 3. A drawing was held to determine name placement on the ballot. LaVonne Randall will be listed first with Gail Olson-Duck second. The deadline to register to vote in the upcoming election is Mar 30<sup>th</sup>. With the COVID-19 outbreak, the City is urging voters to vote via absentee ballot, which will be made available this week. The calendar of events was also provided.
- **City Administrator Report:** City Administrator Sidel's report was provided to the council. Sidel gave an update on which employment positions have been filled and which ones are still open. The City of Sioux Falls has approved our application for landfill passes. They will be made available to residents starting Apr 1<sup>st</sup>. The FEMA grants for the generators and storm shelter building have been submitted. Sidel provided an update on what measures the city is taking to keep staff and the public safe during the COVID-19 pandemic. The SD Assoc of Code Enforcement is holding a training conference on May 13<sup>th</sup>-14<sup>th</sup>. Sidel request approval for Bryan Voth to attend. A motion was made by Monahan, second by Jones for Bryan Voth to attend the SD Assoc of Code Enforcement conference in Fort Pierre May 13<sup>th</sup>-14<sup>th</sup> – all voted yes, motion carried.

#### **OLD BUSINESS:**

- **Review/Approve Consent & Indemnification Agreement with Hartford Area Softball Assoc (HASA):** At the Feb 4<sup>th</sup> council meeting it was proposed that HASA board members, upon signing a waiver and providing insurance coverage, be able to operate the city's equipment to drag the ball field during weekend tournaments. A Consent and Indemnification Agreement was provided to the council for their review. This agreement, between the City and HASA, allows HASA board member to operate city equipment provided they are adults, ensure that no keys are duplicated, would be responsible for any damages and provide insurance. The agreement also includes a hold harmless clause. Kuehl request that HASA provide a current list of board members that would utilize the equipment. A motion was made by Jones, second by Brenneman to approve the Consent and Indemnification Agreement contingent on receiving a list of HASA board member that would be operating the equipment – all voted yes, motion carried.
- **Review DENR Brownsfield Asbestos Assessment Lot 6, Block 4 Hartford City Proper:** Recently the council approved the purchase of Lots 1-8, Block 4 Hartford City Proper provided all environmental studies/testing and title insurance came back good. During the review process, it was determined that there are minor traces of asbestos in the floor tile of the small building located on Lot 6. This material will need to be disposed of property, which will be an additional expense for the city. A motion was made by Kuehl, second by Brenneman to move forward with the purchase of Lot 1-8, Block 4 Hartford City Proper and authorize Mayor Menning to sign closing documents – Monahan voted no with all others voting yes, motion carried.

#### **NEW BUSINESS:**

- **Sports Complex Committee Request to Fund Sidewalk Project at Sports Complex:** Matt Evens with Hartford Area Sports and Rec (HASR) was present to request committee funds to put in a sidewalk at the Sports Complex. The sidewalk will go from the parking lot to a concrete pad area near the dugouts. The group feels this needs to be done sooner rather than later with the increase use at the Sports Complex. This will provide a safe and effective way for visitors, especially older or handicap individuals, to be able to get to the fields and enjoy the events. A motion was made by Brenneman, second by Kuehl to allocate up to \$15,000 out of the Sports Complex Committee fund to install a sidewalk at the Sports Complex – all voted yes, motion carried.
- **Review Tax Abatement Request on Parcel #58489:** State law allows property tax abatements for qualifying seniors and disabled veterans. The Minnehaha County Auditor has received an abatement request from a disabled veteran on a parcel of land that is located within Hartford city limits. This request needs to be approved by the governing board. A motion was made by Monahan, second by Jones to approve the property tax abatement request submitted on Parcel #58489 – all voted yes, motion carried.

**CORRESPONDENCE:** None

**EXECUTIVE SESSION:** A motion was made Brenneman, second by Jones to enter executive session pursuant to SDCL 1-25-2(1) for personnel, SDCL 1-25-2(3) for legal and SDCL 9-34-19 for economic development at 8:47pm – all voted yes, motion carried.

Minutes recorded by Finance Officer Karen Wilber.

I, the undersigned, Karen Wilber, Finance Officer in and for the City of Hartford, South Dakota, do hereby certify that the above and foregoing is a true and correct copy of the minutes which is on file at the Municipal Finance Office.

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Karen Wilber, Finance Officer

**EXECUTIVE SESSION:** A motion was made by Glanzer, second by Kuehl to exit executive session at 9:50pm – all voted yes, motion carried.

A motion was made by Jones, second by Glanzer to offer the full-time public works assistant position to candidate A at \$17.50 per hour – all voted yes, motion carried.

**ADJOURNMENT:** A motion was made by Jones, second by Monahan to adjourn at 9:51pm – all voted yes, motion carried.

Minutes recorded by City Administrator Teresa Sidel.

I, the undersigned, Teresa Sidel, City Administrator in and for the City of Hartford, South Dakota, do hereby certify that the above and foregoing is a true and correct copy of the minutes which is on file at the Municipal Finance Office.

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Teresa Sidel, City Administrator

**CITY OF HARTFORD  
BOARD OF EQUALIZATION MEETING  
MARCH 18, 2020**

The Hartford Local Board of Equalization met at 7:00pm on March 18, 2020 at City Hall for the purpose of reviewing and correcting the assessment of the Hartford city taxing district for year 2020. Chairperson Jeremy Menning called the meeting to order at 7:00pm with the following voting members present: Jeremy Menning, Arden Jones, Travis Kuehl, Brittany Glanzer and Scott Nelson. Mark Brennehan arrived at 7:08pm and Mark Monahan arrived at 7:21pm. West Central School Board Member Alexia Klinkhammer was absent. Also present were City Administrator Teresa Sidel and Finance Officer Karen Wilber.

**APPEAL #2020.1:** Parcel #23429 (106 W 1<sup>st</sup> St) Legal: Lot 1 Block 10, Hartford City Proper. The owner of the property, Julliette Jacobs, was present to request the value of this property be lowered from \$190,800 to \$127,000. The owner feels the assessed value of her home is overstated based on the fact that it is a modular home and the surrounding location of where her home is located. A motion was made by Menning, second by Monahan to defer this appeal to the County Equalization Board since there are very few modular homes within Hartford to use as comparable properties – all voted yes, motion carried.

**APPEAL #2020.2:** Parcel #89198 (403 S Main Ave) Legal: Lot 1 Block 5, South Main Addition. The owners of this property, Nathanael & Candice Nelson, were present to request the value of this property be lowered from \$340,600 to \$269,755. When comparing the assessed value of their property to other properties on their block, theirs is substantially higher. The property owners have been in conversation with the County Equalization office and were told an adjustment would be made. A motion was made by Kuehl, second by Monahan to defer this appeal to the County Equalization Board since they have already been in discussion with them regarding an adjustment to their assessed value – Glanzer abstained with all others voting yes, motion carried.

**APPEAL #2020.3:** Parcel #68836 (600 Ironwood Dr) Legal: Lot 10 Block 3, Ironwood Estates Addition. The owner of the property, Ronald Healy, was present to request the value of this property be lowered from \$345,000 to \$305,000. Healy looked at the assessed values of 15 ranch style houses in his area. He came up with an average price of \$188/sq ft. Based on these figures and the square footage of his house, he feels the value of the building only should be lowered by \$86,350. A motion was made by Kuehl, second by Jones to defer this appeal to the County Equalization Board – Nelson voted no with all others voting yes, motion carried.

**APPEAL #2020.4:** Parcel #91058 (506 Connie Cir) Legal: Lot 11 Block 1, Kelly Point Second Addition. The owner of the property, Ralph Tuschen, was present to request the value of this property be lowered from \$476,600 to \$420,000. Tuschen provided an appraisal that was done when he built the house in 2019. Based on the appraisal of \$420,000 and knowing what he built the house for, Tuschen is requesting the building value be lowered by \$56,600. A motion was made by Jones, second by Monahan to defer this appeal to the County Equalization Board – all voted yes, motion carried.

**APPEAL #2020.5:** Parcel #59684 (1004 Par Tee Dr) Legal: Lot 8 Block 5, Central Valley Addition. The owner of the property, Muryln Tunender, was present to request the value of this property be lowered from \$340,900 to \$296,200. Tunender feels that the building value is overstated by \$81,550 based on the age of his house and what it would sell for. A motion was made by Menning, second by Kuehl to defer this appeal to the County Equalization Board – all voted yes, motion carried.

**APPEAL #2020.6:** Parcel #59660 (501 Par Tee Dr) Legal: Lot 1 Block 2, Central Valley Addition. The owner of the property, Travis Faulhaber, was present to request the value of this property be lowered from \$330,100 to \$286,000. Faulhaber feels the building value is overstated by \$38,888. He said repairs of roughly 40k would be needed to get it marketable at the value that has been set. With this being a log home, there are not any other log homes within Hartford to compare the property to. A motion was made by Brenneman, second Jones to defer this appeal to the County Equalization Board – all voted yes, motion carried.

**APPEAL #2020.7:** Parcel #23601 (206 N Oaks Ave) Legal: Lot 1 & 2 Block 3, Oaks Addition. The owner of the property, Robert Dean was present to request the value of this property be lowered from \$80,700 to \$60,000. Dean explained that with current condition of his home& garage and with what repairs would be needed to fix it, that the value that has been assessed to his property has been overstated for a number of years. A motion was made by Brenneman, second by Menning to defer this appeal to the County Equalization Board – all voted yes, motion carried.

**APPEAL #2020.8:** Parcel #80148 (612 Shamrock Dr) Legal: Lot 8 Block 1, Kelly Point Addition. The owners of the property, Nick & Kari Borns, were present to request the value of this property be lowered from \$470,100 to \$410,400. The County Equalization office has been in contact with Borns regarding their valuation. It had originally increased to \$520,400. It was determined that an incorrect square footage had been used when determining the 2020 valuation. An adjustment was made by the Equalization office bringing the 2020 valuation down to \$470,100. Borns reference an appraisal that was done in July 2019 that indicated a value of \$395,000. She also referenced a market analysis that was recently completed, based on the incorrect footage, that indicated a listing price of \$430,000 to \$440,000. Lastly, taking her purchase price in 2012 and adding a 5% increase for each year, the value would be \$406,000. Averaging these three items, they feel a more accurate valuation would be \$410,400. A motion was made by Monahan, second by Kuehl to lower the building value from \$423,100 to \$363,400 resulting in a total valuation of \$410,400 based on the appraisal, market analysis and purchase price information provided by the property owner – all voted yes, motion carried.

**APPEAL #2020.9:** Sam Assam was present on behalf of Turtle Creek Highlands, Inc. Turtle Creek Highlands Addition is a new development in Hartford. There have been 25 lots platted on the south side of Mickelson Rd: Lot 1-10 in Block 1 (Parcel #92635-92644), Lot 1-12 in Block 2 (Parcel #92623-92634) and Lot 16-18 in Block 3 (Parcel #92645-46 & 92656). The 2020 valuations of these lots range from \$36,600 to \$68,800. Since none of these lots have sold yet, there is no market data to use to value them. The County Equalization office used 90% of the current listing price as a valuation. The developer is requesting they be reduced to a range of \$3,012 to \$11,014. These figures were arrived at by apply the purchase price per acre by the size of each lot. Due to delays

caused by weather and the timing of the completion of the City's Mickelson Road project, the developer did not get all his improvements done – utilities, curb, gutter, street, etc. – and doesn't foresee these being complete until at least May/June of this year. Therefore, their view is that the lots are not marketable at this time. The developer also has two parcels on the north side of Mickelson Rd: Parcel #86556 assessed at \$88,200 and Parcel #76759 assessed at \$87,800. They are requesting to lower the value to \$14,670 and \$15,945 respectively. A motion was made by Kuehl, second by Glanzer to defer these 27 appeals to the County Equalization Board. Further discussion was held. Kuehl rescinded his motion. A motion was made by Monahan, second by Jones to reduce all 25 lot parcels by 50% of the stated valuation due to the fact that there are no utilities or improvements completed at this time and to reduce the valuation of Parcel #86556 & #76759 by 50% of the stated valuation since this is unusable pasture land at this time – all voted yes, motion carried.

**VERIFY ROLL BOOK:** A motion was made by Monahan, second by Brenneman, to verify the roll book as presented – all voted yes, motion carried.

**ADJOURN:** Motion by Monahan, second by Nelson, to adjourn at 8:28pm - all voted yes, motion carried.

**MINUTES RECORDED BY:** Karen Wilber, Finance Officer

## ORDINANCE #685

### NUISANCES

**AN ORDINANCE OF THE CITY OF HARTFORD, SOUTH DAKOTA, AMENDING ORDINANCE 430, TITLE 3 – HEALTH AND SANITATION, CHAPTER 3.01 – NUISANCES, SECTION 3.0102 (C) (F) AND (H) - PROHIBITED;**

**BE IT ORDAINED BY THE GOVERNING BODY OF THE CITY OF HARTFORD, SOUTH DAKOTA:**

THAT TITLE 3, CHAPTER 3.01, SECTION 3.0102(C) (F) & (H) BE AMENDED AS FOLLOWS:

3.0102 Prohibited. No person shall create, commit, maintain, or permit to be created, committed, or maintained any nuisance as defined herein, within the City. The following specific acts, conditions and things are, each and all of them, hereby declared to constitute nuisances: (SDCL 9-32-1)

**C.** The growth of weeds or plants declared to be a statewide or local noxious weed in Minnehaha County pursuant to SDCL Chapter 38-22, all weeds declared to be locally noxious by the City Council, and all other weeds and grasses growing upon any real property in the City to a height greater than 8 inches, or which have gone or are about to go to seed, or a dense growth of brush or grasses, shall be deemed noxious, dangerous and unhealthful vegetation and are hereby declared to be a nuisance. Fallen tree limbs, diseased or dead trees, and dead tree limbs shall also be declared dangerous and a nuisance, provided, however, that vegetation that is not a primary or secondary noxious weed and is being grown as hay for livestock consumption, as a native prairie display garden, or as a wildflower display garden, or other nature areas, so long as the same are approved to be used as such by the City Council, shall not constitute a nuisance.

Violation of this section in undeveloped areas, defined as a parcel with no building or structure upon it, will be subject to a fine of \$250.00 for the first offence and \$500.00 for the second offence. Upon failure to comply, the City is hereby authorized to abate the nuisance per section 3.0118 or pursue civil action per section 3.0121.

**F.** Throwing or letting fall on or permitting to remain on any street, alley, or public ground any manure, garbage, rubbish, filth, grass, fuel or wood while engaged in handling or removing any such substance. (SDCL 9-32-10)

**H.** Disposing of garbage, waste, refuse, leaves, or hazardous materials by open burning, or causing, allowing, or permitting the conducting of a salvage operation by open burning in the City. The following types of open burning shall be permissible for a specific purpose when conducted in conformity with the subsections set forth below:

1. Fires set for the elimination of a fire hazard, which cannot be abated by any other means when authorized by the Fire Chief of the City Volunteer Fire Department.

2. Fires purposely set by the city maintenance personnel for the purposes as authorized by the Fire Chief of the City Volunteer Fire Department.
3. Fires purposely set by the Hartford Area Fire and Rescue Inc personnel and authorized by the Fire Chief for the purpose of training and conducted in accordance with live fire-training standards.
4. Fires for the heating or cooking of food for human consumption in residential areas and City of Hartford parks.
5. Fires for recreational purposes when the fires are confined to a fireplace or fire pit.
6. Fires for ceremonial purpose that are authorized by the City Administrator

Adopted this 14th day of April 2020.

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Mayor Jeremy Menning

ATTEST:

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Karen Wilber, Finance Officer

(seal)

First Reading: April 7, 2020  
Second Reading and Adoption: April 14, 2020  
Publication: April 23, 2020  
Effective: May 13, 2020

Prepared by:  
Teresa Sidel  
PO Box 727, Hartford, SD 57033  
605-528-6187

## **RESOLUTION OF DEANNEXATION #2020-6**

**BE IT RESOLVED** by the Common Council of the City of Hartford, South Dakota:

**WHEREAS**, Circle J Farms, owner of the real property described as:

The West 660 Feet of the North Half of the Northeast Quarter (N1/2NE1/4), except the West 33 feet, in Section 27, Township 102 North, Range 51 West of the 5<sup>th</sup> P.M., Minnehaha County, South Dakota, containing 2 acres, according to the recorded plat thereof.

**AND WHEREAS**, the property owner, Circle J Farms, having petitioned the Common Council of the City of Hartford for deannexation of said area into the City, and said petition appearing in good form and in compliance with the requirements and provisions of SDCL 9-4-1, as amended, now, therefore,

**BE IT RESOLVED** by the Common Council of the City of Hartford, South Dakota, that the real property described above is hereby deannexed out of the municipal limits of the City of Hartford, South Dakota.

**DATED** this 7th day of April 2020

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Mayor Jeremy Menning

(seal)

ATTEST:

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Karen Wilber, City Finance Officer

**State of South Dakota, County of Minnehaha.**

On this the \_\_\_\_ day of April, 2020, before me, Teresa Sidel, the undersigned officer, personally appeared Paul Jeremy Menning, Mayor of Hartford City and Karen Wilber, Finance Officer, known to me or satisfactorily proven to be the person whose name is subscribed to the within instrument and acknowledged that they executed the same for the purposes therein contained. In witness where of I hereunto set my hand and official seal.

\_\_\_\_\_  
Notary Public (Teresa Sidel)

\_\_\_\_\_  
My commission expires:

(seal)

## PUBLIC NOTICE

A deannexation petition has been received from Circle J Farms asking for the deannexation of the following property: The West 660 Feet of the North half of the NE Quarter (N1/2NE1/4), except the West 33 feet, in Section 27, Township 102 North, Range 51 West of the 5<sup>th</sup> P.M., Minnehaha County, South Dakota, containing 2 acres, according to the recorded plat thereof. This petition will be reviewed by The Planning and Zoning Board on March 31, 2020 at 7:05p.m. The Hartford City Council will review said deannexation at 7:05 p.m. on April 7, 2020 at Hartford City Hall to either approve or disapprove the described request. All interested parties may appear and be heard.

Dated this 5th day of March 2020.

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Teresa Sidel  
Hartford City Administrator

**Petition for the Exclusion of Certain Real Property from the Municipal Boundaries of the City of Hartford, South Dakota.**

COMES NOW, Circle J. Farms, Inc. and hereby submits to the City Council for the City of Hartford, South Dakota, this written petition for exclusion of certain real property from the Municipal Boundaries of the City of Hartford, South Dakota.

In support of this petition Circle J. Farms, Inc. states:

1. It is the owner of the following described real property, located within the municipal boundaries of the City of Hartford, South Dakota, legally described as:

The West 660 feet of the North Half of the Northeast Quarter (N $\frac{1}{2}$ NE $\frac{1}{4}$ ), except the West 33 feet, in Section 27, Township 102 North, Range 51 West of the 5<sup>th</sup> P.M., Minnehaha County, South Dakota, containing 2 acres, according to the recorded plat thereof.

2. Circle J. Farms, Inc. is requesting that the City Council, by resolution, exclude the real property described in paragraph 1. of this petition, from the municipal boundaries of the City of Hartford, South Dakota.
3. Circle J. Farms, Inc. represents to the Hartford City Council that this petition is signed by the owners of one-hundred percent of the owners in value of the real property described in paragraph 1. of this petition and sought to be excluded from the municipal boundaries of the City of Hartford, South Dakota.
- 4) Circle J. Farms, Inc. represents to the Hartford City Council that there are no legal voters residing within the real property legally described in paragraph 1. of this petition and sought to be excluded from the municipal boundaries of the City of Hartford, South Dakota.

WHEREFORE, petitioner requests that the City of Hartford schedule a hearing on this petition and that notice thereof be given as provided by law.

Dated this 14<sup>th</sup> day of February, 2020.

CIRCLE J. FARMS, INC.

Rose M. Stump  
By:

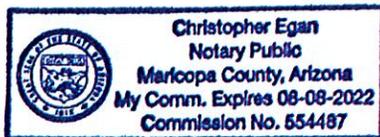
Its: President

~~507 N. Saghorn Drive~~ 202 W. 81st St.  
~~Hartford, SD 57033~~ Sioux Falls, SD  
57108

Arizona  
STATE OF ~~SOUTH DAKOTA~~ )  
Maricopa :SS  
COUNTY OF ~~MINNEHAHA~~ )

On this the 14<sup>th</sup> day of February, 2020, before me, the undersigned officer, personally appeared Rose M. Stumpe, who acknowledged himself/herself to be the President of CIRCLE J FARMS, INC., a corporation, and that (s)he, as such officer, being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by himself/herself as such officer.

IN WITNESS WHEREOF, I hereunto set my hand and official seal.



Christopher Egan  
Notary Public, South Dakota Arizona  
My commission expires: 08/08/2022

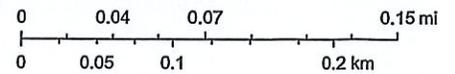
# Deannex Parcel #71116



2/4/2020, 9:56:27 AM

- County Tract  County Parcels
- County Lot  Parcels
- County Block  Standard Tax Parcel
- County Additions  Condo or Suite
- County Tax Lines  Municipalities
- PLAT  Section
- - TAXLOT  Townships

1:4,514



Sources: Esri, HERE, Garmin, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), (c) OpenStreetMap contributors, and the GIS User Community, City of

**MCSO HARTFORD FIELD OFFICE 30 DAY REVIEW, APRIL 2020**

**Traffic Stops: 52 (decrease of 31)**

**Civil paper Service: 16 (decrease of 13)**

**Warrant Service: 6 (decrease of 4)**

**Abandoned vehicle: 1 (decrease of 5)**

**Aggravated Assault: 1 (increase of 1)**

**Public assist: 47 (new)**

**Follow-up: 7 (decrease of 11)**

**Suspicious vehicle: 8 (new)**

**Suspicious person: 4 (new)**

**Disorderly subjects: 9 (increase of 6)**

**Mental Illness: 2(=)**

**Traffic Accident: 1 (decrease of 2)**

**Gunshots: 2 (new)**

**Animal problem: 7 (increase of 6)**

**Family dispute: 2 (decrease of 4)**

**Medical calls: 3 (decrease of 11)**

**Larceny: 3 (increase of 2)**

**Check wellbeing: 4 (new)**

**Burglary: 3 (increase of 2)**

**Burglary alarm: 2 (increase of 1)**

**Total calls for service including Deputy initiated: 233 (decrease of 25) = 7.77 calls for service per day (30 day factor)**



## 9th Street Improvements

The City approved a resolution of necessity to construct improvements along 9th Street from Mundt ave to Vandemark Ave. Improvements include new water mains, sanitary sewer extension and roadway improvements. The roadway will be constructed with curb and gutter and asphalt pavement. Zacharias Construction was awarded the construction contract. The project is scheduled to be complete during the 2020 construction season.

**Update** | Contracts are in place. A preconstruction meeting will be scheduled in the coming weeks.

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## Industrial Park Sanitary Sewer Extension

The scope of this project is to construct and extend sanitary sewer facilities to the City's industrial park located at the intersection of Western Avenue & 258th Street. The extension is approximately 1.3 miles in length.



**Update** | Construction documents are complete and ready to bid. Stockwell staff continue to coordinate with landowners as needed to procure easements. Once receive, the project will be advertised to bidders.

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## Ruud and Opal Lane Intersection Improvements

The scope of this project is to improve surfacing at the Ruud and Opal intersection. Work will generally include removing the asphalt, repairing underground storm sewer infrastructure, and restoring it to grade. Construction is scheduled for the 2020 construction season.

**Update** | Draft construction documents are complete and are being reviewed by City staff. Comments will be incorporated into the final documents. The project is expected to be bid toward the middle of May.

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## CIP Updates and Rate Study

The scope of this project is to update the city's CIP and conduct a rate study analysis on the water and sewer fund. Stockwell staff will assist with cost estimates and project planning in an effort to evaluate and budget for future projects.

**Update** | The 2020 CIP was finalized and delivered to City Staff. Stockwell will begin to evaluate water and sewer rates as the WWTF project progresses.

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## Waste Water Treatment Facility

The 2017 Master Plan for Wastewater Collection & Treatment recommended planning for a new treatment facility. The recommended location for the treatment facility is downstream of the existing facility and southeast of the City. This project includes investigation of potential treatment facility site locations and negotiations with property owners for the purchase of land.

**Update** | Stockwell staff is working with the City attorney to develop agreements and other legal documents to present to potential landowners. Stockwell is also developing preliminary estimates to incorporate into the City's rate study.

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## Mickelson Road Improvements

The Mickelson Road project includes reconstructing the roadway and utilities from Patrick Avenue to Hwy 38. The project also includes roughly 440-ft of improvements along 464<sup>th</sup> Ave. Construction of the project is planned as a single phase to be constructed in 2018 that includes sanitary sewer, water main, storm sewer, grading, box culverts and roadway surfacing.



**Update** | Stockwell staff is working on the LOMR application to finalize elevations with FEMA.

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## Force Account

Stockwell provides services to city staff as needed under a force account agreement. Services typically include plan reviews, costs estimates or other routine services as requested. Plan reviews typically include preliminary plans, conditional use requests, site plans, engineering documents and plats.

**Update** | Recent force account work includes the following: Industrial Park Dirt Stockpile ▪ Western Meadows Plat Request ▪ Kelly Point Add Plat Review ▪ Alley Vacation Exhibit ▪ West Central Property Transfer

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## Maintenance Report – 4/7/2020

April 3, 2020

### Streets

**Snow removal** – Hopefully we done with snow removal for this season. We will keep the sander in for a week or so to be safe.

**Slurry seal** – Nothing new until we have a precon meeting.

**Mag water** – I received a quote from Bumblebee Gibson for mag water. The price is \$0.04/gal more than last year but is still below my estimate for budget. I would like to get a motion to have this ordered.

**Roads** – We bladed roads last week and probably will need to again next week. We also have done a little pot hole patching.

**Equipment-** I checked out the maintainer last week at RDO. When they trouble shooting it, a bolt for the rod cap let loose and the cap went through the block and wrecked the block. The original estimate before this happened was \$18,423.10. With the cap coming loose it wrecked the crank shaft, so this estimate would have been more. They sent out a couple of options to go over. One option is a new remanufactured engine and the other is for a used engine. If we are planning on keeping the maintainer for a while, I would recommend the new remanufactured engine. They also gave a quote out for our machine like it is if we would like to trade for a different maintainer. At this time, the Township is letting us use their blade while we are getting ours repaired.

**I-90** – The last e-mail we received from Steve Gramm with SDDOT stated everything is moving along.

**Dump truck** – I'm holding off on this until we decide about the maintainer.

**Hwy 38** – No updates on this.

**Signage** – The guys installed speed limit signs on the side streets along Mickelson Road and a few elsewhere throughout town.

**Downtown lights** – We are still looking into these. Eight of the ten where on the other night.

**Mosquito fogger** – The new fogger has arrived. We will have the Rep for the company come out in a few weeks and go over it and have it calibrated.

**Street sweeping** – Jesse had the street sweeper out this week and will continue sweeping throughout the summer.

**Speed trailer** – We have the trailer out on Mickelson Road facing east last week. We are having issues with it keeping charged, so we are checking it out. In a few weeks we will get the traffic tubes out.

**Leaf and tree dump** – The site is ready to open on Saturday.

**Boulevard trees** – I will be getting together with Mike to go over the tree list next week. He is planning on planting them the middle to the end of April. We are also working on a plan for the third-grade class's Arbor Day Tree.

## **Water**

**Meters** – We have received the majority of the 500 meters. We are installing them in businesses and other place that are open to the public at this time. We also have a few homes with cellars that we will check to see if we can get permission to replace the meters in them.

**Reports** – No reports due at this time.

## **Sewer**

**Main list station** – Everything is running well at this time. Are flows are starting to increase.

**Reports** – The monthly DMR report has been filled out and sent to DENR.

**Lagoons** – We will be taking some sample this spring to see if we can discharge.

**Sagehorn lift station** – All is good at this time.

**Discharge permit** – We are working with the homeowners and doing outside inspections at this time.

## **Park**

**Parks** – Neil and Terry have been working on the parks getting the sticks and leaves picked up. The grounds are look good. We are waiting on the bathrooms at this time.

**Mower** – The mower has been purchased, and the old mower has been dropped off at Gillespie's.

**Turtle Creek** – June Hansen with South Dakota Board on Geographic Names sent an e-mail this morning on some updates for the naming of the unnamed tributary. SB 62 has cleared the House floor and is on its way to the Governor's desk to be signed. If signed it will go into effect July 1<sup>st</sup> 2020. With any luck the tributary will be named Turtle Creek this coming fall. All in all, it looks very promising.

**Bike Trail** – I'm working with Troy to get some signs ordered. They want signs made up with Mike Fitzmaurice's citation on them.

**Sports complex** – We have purchased a Toro 5040 field drag that has all of the features that we need. The lowered the price to get it in our budget range. It should be delivered next week.

**Public buildings** – We are working on the inventory; we should be done next week.

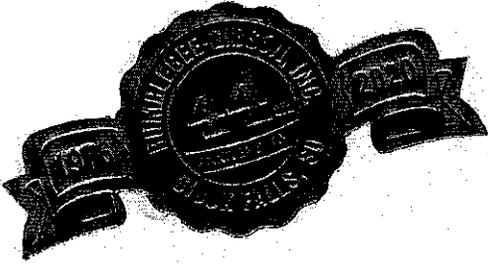
# BUMBLEBEE-GIBSON INC.

3909 Martindale Road

Sioux Falls, SD 57107

Phone (605) 338-0735

Fax (605) 338-5791



March 26, 2020

Attn.: Craig Wagner

City of Hartford

PO Box 727

Hartford, SD 57033-0727

Mr. Wagner,

The price for the 80/20 mix of magnesium chloride and lignin dust control liquid product applied to your roads would be \$ 1.46/gal. for truckload quantities.

Please let us know if we can be of service to you. Contact us if you have any questions.

Sincerely,

A handwritten signature in cursive script that reads 'Barbara J. Weixel'.

Barbara J. Weixel

Vice-President



RDO Equipment Co.  
2801 North Louise  
Sioux Falls, SD 57107  
605-336-2730  
Fax: 605-336-8241

Service Manager: SF.Service@rdoequipment.com  
General Manager: SF.GenMgr@rdoequipment.com  
www.rdoequipment.com

Ship to: N/A

*Main Street  
Elevator - go w  
Graig 2nd + Main  
N Building  
9:00 AM  
366-6615*

Invoice to: CITY OF HARTFORD  
125 N MAIN AVE  
HARTFORD SD 57033-2166

Branch  
05 - SIOUX FALLS, SD

Date 03/02/2020 Time 15:44:53 (O) Page 1  
Account No. 3427013 Phone No. 6055286187 Estimate No. 006935

Ship Via Purchase Order

Tax Exemption Number GOVT Federal ID Number

Salesperson  
1W4 / STB

ESTIMATE EXPIRY DATE: 04/01/2020

**SERVICE ESTIMATE - NOT AN INVOICE**

Stock #: M0046919 TALL CAB, AC, TOP & FLR HTR MS #: DW770BH556352  
Make: JD Model: 770BH J  
Is to have the following work done

*can be RE*

ENGINE, RECONDITION

CONDITION:

This is a rough quote on parts and labor that possibly may be needed. Once the engine is apart there may be more parts needed and the customer will be notified of additional parts. More cost effective repair options may be possible once the failure is identified.

*fast injection pump  
"not an quote"  
smelled like gas in  
fuel tank*

Part#	Description	Qty	Price	Amount
HAUL	HAULING	1 <i>up + back</i>	600.00	600.00
SE501576	CYLINDER HEAD R	1	2501.04	2501.04
CRSE501576	Cylinder Head R		400.00	400.00
RE524642	ENGINE OVE	1	2714.12	2714.12
Engine Overhaul Kit				
R110289	CAP SCREW	7	23.55	164.85
R110288	CAP SCREW	8	21.36	170.88
R88043	SCREW	6	7.20	43.20
R110286	CAP SCREW	5	19.15	95.75
SE502210	TURBOCHARGER RE	1	1347.85	1347.85
CRSE502210	Turbocharger Re		125.00	125.00
AR48675	THERMOSTAT	2	12.61	25.22
DZ101880	oil filter	2	15.57	31.14
SE501011	WATER PUMP	1	302.04	302.04
Water Pump Reman				
CRSE501011	WATER PUMP REMA		50.00	50.00
AT76490	BELT SET	1	78.42	78.42
T150598	RADIATOR H	1	66.69	66.69
AR21999	HOSE CLAMP	2	2.32	4.64
AR40418	HOSE CLAMP	2	3.14	6.28
T146704	RADIATOR H	1	61.98	61.98

Stocked parts can be returned within 30 days with copy of invoice. Special order parts \$20.00 and up may be returned within 30 days with copy of invoice. 20% restock charge will apply to all special order parts. All sales are final on special order non-returnable parts. All parts must be new, uninstalled and in original packaging. No returns on electrical components. No refunds on freight charges.

SIGNATURE

TERMS AND CONDITIONS: All invoices are due Net-20 days from the invoice date or in accordance with the terms of your account agreement. Please refer to your finance agreement for details.



RDO Equipment Co.  
 2801 North Louise  
 Sioux Falls, SD 57107  
 605-336-2730  
 Fax: 605-336-8241

Service Manager: SF.Service@rdoequipment.com  
 General Manager: SF.GenMgr@rdoequipment.com  
 www.rdoequipment.com

Ship to: N/A

Branch  
 05 - SIOUX FALLS, SD

Date 03/02/2020 Time 15:44:53 (O) Page 2  
 Account No. 3427013 Phone No. 6055286187 Estimate No. 01006935

Invoice to: CITY OF HARTFORD  
 125 N MAIN AVE  
 HARTFORD SD 57033-2166

Ship Via Purchase Order  
 Tax Exemption Number GOVT Federal ID Number

Salesperson  
 1W4 / STB

ESTIMATE EXPIRY DATE: 04/01/2020

**SERVICE ESTIMATE - NOT AN INVOICE**

Part#	Description	Qty	Price	Amount
TY26661 Break-In Plus Oil 10W30	ENGINE BREAK-IN	10	20.90	209.00

Parts: 8998.10  
 Labor: 9425.00  
 TOTAL: 18423.10

Authorization: \_\_\_\_\_

\*\*\*PRICES LISTED EXCLUDE APPLICABLE TAXES\*\*\*

Stocked parts can be returned within 30 days with copy of invoice. Special order parts \$20.00 and up may be returned within 30 days with copy of invoice. 20% restock charge will apply to all special order parts. All sales are final on special order non-returnable parts. All parts must be new, uninstalled and in original packaging. No returns on electrical components. No refunds on freight charges.

SIGNATURE \_\_\_\_\_

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**RDO Equipment Co.**  
 2801 North Louise  
 Sioux Falls, SD 57107  
 605-336-2730  
 Fax: 605-336-8241

Service Manager: SF.Service@rdoequipment.com  
 General Manager: SF.GenMgr@rdoequipment.com  
 www.rdoequipment.com

Ship to: N/A

Invoice to: CITY OF HARTFORD  
 125 N MAIN AVE  
 HARTFORD SD 57033-2166

Branch  
 05 - SIOUX FALLS, SD

Date 03/23/2020 Time 17:50:44 (O) Page 2

Account No. 3427013 Phone No. 6055286187 Estimate No. 05006998

Ship Via Purchase Order

Tax Exemption Number GOVT Federal ID Number

Salesperson AG4

ESTIMATE EXPIRY DATE: 04/22/2020

**SERVICE ESTIMATE - NOT AN INVOICE**

\*\*\*\*\* Segment 03 \*\*\*\*\*

ADDITIONAL CUSTOMER NOTES:  
 ADDITIONAL DESCRIPTION:

Good running 11K 770BH with snow-wing trade value: \$15000  
 As is not running with snow-wing trade value: \$8000

Parts: 21700.00  
 Labor: 4.35  
 Sublet: 9000.00  
 TOTAL: 30704.35

Authorization: \_\_\_\_\_

\*\*\*PRICES LISTED EXCLUDE APPLICABLE TAXES\*\*\*

Stocked parts can be returned within 30 days with copy of invoice. Special order parts \$20.00 and up may be returned within 30 days with copy of invoice. 20% restock charge will apply to all special order parts. All sales are final on special order non-returnable parts. All parts must be new, uninstalled and in original packaging. No returns on electrical components. No refunds on freight charges.

SIGNATURE \_\_\_\_\_

**TERMS AND CONDITIONS:** All invoices are due Net-20 days from the invoice date or in accordance with the terms of your account agreement. Please refer to your finance agreement for details.

# FINANCE OFFICER REPORT

## April 7, 2020

**Financials:** I'm working on the March month & quarter end duties. The following is a recap of revenue received for the month of March:

State of South Dakota	62,381.21	(1 <sup>st</sup> Penny Sales Tax)
State of South Dakota	62,381.20	(2 <sup>nd</sup> Penny Sales Tax)
State of South Dakota	8,980.66	(3 <sup>rd</sup> Penny Sales Tax)
Minnehaha County	44,723.34	(Real Estate Taxes)
Minnehaha County	12,567.39	(Street Maintenance Fee)
Minnehaha County	54,837.07	(Bank Franchise Tax)
Soukup Construction, Inc.	1,660.00	(Reimb Roto Rooter Inv – Vandemark Project)
Steffes Group, Inc.	3,384.00	(Proceeds from Sale of Boom Truck)
Misc.	370.00	(Special Assessment Pmt – Mickelson Rd)
Misc.	6,500.00	(Special Assessment Pmt – Vandemark Ave)
Misc.	9,984.44	(Building Permits)
Misc.	10,500.00	(W/S Hookup Fees)
Misc.	1,400.00	(Contractor License Renewals)
Misc.	471.75	(Sale of Materials)

Cash Balances as of	February 2019	February 2020
Total General Fund	\$1,775,294.75	\$939,128.15

Revenue and Expenses for the Month of:	February 2019	February 2020
Revenue - General Fund	\$ 88,884.92	\$ 27,066.60
Expenses - General Fund	\$119,128.89	\$150,979.77

Revenue and Expenses	2019 Year-To-Date	2020 Year-To-Date
Revenue - General Fund	\$217,765.27	\$154,912.97
Expenses - General Fund	\$452,943.76	\$570,223.78

**Reschedule Municipal Election:** On Mar 30<sup>th</sup> the State passed HB 1298 which postpones all municipal elections to any Tuesday in June. Our options are to hold our election in conjunction with Minnehaha County's democratic primary election on June 2<sup>nd</sup> or to choose one of the other four Tuesdays in June. The deadline to be included on Minnehaha County's ballot was Friday and since we haven't even official set the date, that is not an option. We can still hold our election on the same date, there would just be two election boards present with two different ballots – one for the county's primary and one for our election. After visiting with Teresa, it is our opinion that it would be less confusing for voters if we didn't combine with Minnehaha County. Since there is no Council or P&Z meeting on Tues June 23<sup>rd</sup>, this would be our suggestion.

**Calendar of Events:**

**Note: Due to COVID-19 some of these meetings may have changed.**

**April 2020:**

Friday, 3 <sup>rd</sup>	HADF Meeting @ Reliabank, 7:30am
Tuesday, 7 <sup>th</sup>	City Council Meeting @ City Hall, 7pm
Friday, 10 <sup>th</sup>	HADF Meeting @ Stomping Grounds, 7:30am
Sunday, 12 <sup>th</sup>	HASR Meeting @ Blue 42, 7pm – <u>May be rescheduled due to Easter</u>
Monday, 13 <sup>th</sup>	Chamber Meeting @ Fire Station, 6:30pm
Tuesday, 14 <sup>th</sup>	Planning & Zoning Meeting @ City Hall, 7pm
Thursday, 16 <sup>th</sup>	Coffee with the Cops @ Stomping Grounds, 7am
Friday, 17 <sup>th</sup>	HADF Meeting @ Stomping Grounds, 7:30am
Monday, 20 <sup>th</sup>	Jamboree Committee Meeting @ Deer Hollow Apts Community Rm, 6pm

Tuesday, 21<sup>st</sup>

Friday, 24<sup>th</sup>

Tuesday, 28<sup>th</sup>

City Council Meeting @ City Hall, 7pm

HADF Meeting @ Stomping Grounds, 7:30am

Planning & Zoning Meeting @ City Hall, 7pm

Explanation of Agenda ItemsApplications/Hearings/Resolutions/Ordinances:

- **1<sup>st</sup> Reading of Ordinance #685:** Once again, this ordinance encompasses 3 items that we discussed last month – all would be an update to the city’s Nuisance ordinance. Section C would allow greater fines for not mowing or spraying undeveloped property within city limits – this was changed since our last discussion to remove wording that states this is an annual fee so fines can be imposed per incident. It also adds wording that allows the city to abate the nuisance or proceed with civil action if the property owner does not comply. Section F would not permit grass to be in the street and Section H would not allow the burning of leaves – there were no changes to these section since our last meeting
- **7:05 Hearing on Resolution 2020-6:** Circle J Farms (Rose Stumpe-President) has submitted a deannexation petition to the city for approval. As part of the Mickelson Road Project, the Hartford City council agreed to deannex this parcel, which lays just to the north of the city lagoons. This land was originally annexed as a rural service district in order for the city to get contiguous land to annex the property where the city lagoons sit. Now that Cresswood Addition has been annexed, the city does not need this land in the city. When negotiating right-of-way and land purchases for the new Mickelson Road, it was agreed between the City and LeRoy and Rose Stumpe to deannex this parcel. This deannexation does not include the city’s private road to our lagoons – this was purchased by the city and is owned by the city. Now that the Mickelson Road Project has been completed and pursuant to our agreement, the city needs to deannex this parcel. The P&Z Board reviewed the petition and recommends approval to the city council.

Reports (Action Items):

- **Public Works Superintendent Report:**
  - **Review Quote for Mag Water:** Craig would like the council to consider approving the mag water quote of \$1.46/gallon to Bumblebee Gibson. The per gallon price is up \$.04 this year but it is still under our budget about of \$1.52/gallon. They have been doing this for the city the past few years and we have had no issues with them – this is the 1<sup>st</sup> rate increase in a few years.
  - **Discuss Maintainer Repair Options:** The city’s maintainer went down, and we sent it to RDO Equipment for repairs. The original repair estimate was \$18,423.10 (estimate enclosed). When RDO was trouble shooting, a bolt for the rod cap came loose and the cap went through the block and wrecked the block. The options are:
    - Repair the maintainer with a new remanufactured engine (covered by some warranty) – Estimated Cost \$18,000
    - Repair the maintainer with a used replacement engine (no warranty) – Estimated Cost \$12,700
    - Trade in our current maintainer – w/repairs – trade value is \$15,000  
w/o repairs – trade value is \$8,000
- **Finance Officer Report:**
  - **Reschedule of Municipal Election:** As Karen had in her report, the state has cancelled municipal elections until June. The City can choose any Tuesday in June for our election. The county democratic election is June 2<sup>nd</sup> – we can hold our election on this same date, but both Karen and I feel this could be confusing for the election workers and the voters. We would recommend rescheduling it to the June 23<sup>rd</sup> – there is no city meeting that day so it will not interfere with any meeting or function.

Old Business:

- **Chamber Proposal for Additional Funding:** The Chamber president, Gabby Honing was present at the 3/17 city council meeting and asked the council to consider utilizing some of the CEDD salary to help pay for temporary help for the Chamber until we get another CEDD hired. A proposal for this request is in the council packet.
- **HADF Envision 2025 Capital Campaign:** The HADF is moving forward with their capital campaign. In your packet is the HADF Program of Work (POW) five year plan and a solicitation letter for the city to

solidify the city's investment in this campaign, both of which will require a motion for approval from the city in order to move forward with the plan. There is also a NCDS Economic Impact Assessment included for the council's reference. The "ask" for the city will be \$160,000 per year for five years.

**New Business:**

- **Public Works Assistant:** Alan Brown has accepted the city's offer for the full-time public works assistant. I will need a motion to hire Mr. Brown at the starting rate of \$17.50 per hour. Once approved, we will plan on a starting date of Monday, April 13<sup>th</sup>.
- **Review Tax Abatement Request on Parcel #60662:** Minnehaha County has received a property tax abatement request from a disabled citizen within the city of Hartford. State laws allows tax abatements to qualifying disabled seniors and veterans. This applicant qualified as a disabled senior. Since the abatement is a health-related issue, the applicant's personal information has been concealed. Since this affects property within the city, the city council must make a motion to allow the \$579.87 tax abatement. The applicant qualifies for the abatement and I recommend approval.
- **COVID-19 Update & Discussion:** With the COVID-19 outbreak, the city will need to discuss our procedure/plans this year for city facilities and programs. I have included an outline of the items that I want to discuss with the council, along with a copy of the Governor's Executive Order.

\*\*\*\*\*

**Non-Agenda Updates**

- **Jamboree Update:** Leah Johnson wanted me to convey to the council that as of now, the Jamboree committee is still planning the Jamboree event in June. But with that said, they are going to monitor the COVID-19 situation and will not put the public in any danger. I believe their next meeting is April 20<sup>th</sup> so we may have more information at that time.
- **CEDD Position:** Jeremy, Arden, Justin Eich, Gabby Honing and I have reviewed the CEDD applicants and are moving forward with preliminary interviews (by teleconference). We conducted 1 interview last week and we have 4 more planned – our hopes are to get it down to 2 or 3 candidates for the council to review.
- **Landfill Passes:** The City of Sioux Falls has cancelled all the free landfill passes for now (including Sioux Falls residents) in order to keep traffic down. They said that the number of dumps is 3 times higher when the free passes are available, so they have decided to not issue them until a later date – TBD.
- **National Honor Society 5K:** Although approved by the city at our last meeting, the National Honor Society has cancelled their event.
- **Elevator Lots:** We have closed on the elevator lots.

Please let me know if you have any questions or concerns. 605-261-3995  
Teresa

## **Hartford Area Chamber of Commerce Proposal for Outsourcing Chamber Director Responsibilities**

The Hartford Chamber of Commerce would like to propose outsourcing some of the Chamber Director's Responsibilities in the absence of a Director. It is now more important than ever to continue with the Directors responsibilities with the economic turbulence. We feel it is very important that we continue to promote businesses in Hartford through social media and print publications. We also want to continue to keep up with internal communications and keep membership engaged in the chamber as best we can during this time of social distancing which is why we have taken bids to assist us with both internal and external communications. We have received quotes from Andrea Van Essen, Jessica Wendell, and Fresh Impact. We would recommend moving forward with Jessica Wendell.

We have been in communication with Jessica Wendell who manages Grocott Ink's social media and communications. She would be willing to assist the chamber with internal and external communications at \$20 per hour. We anticipate depending on the week this will take her 5-10 hours a week. We are asking the Hartford City Council for \$1,600 to assist in funding the outsourcing of the Chamber's communication needs.



Andrea Van Essen  
(763) 244-6500

656 S Main Ave.  
Sioux Falls, South Dakota  
57104  
United States

**Prepared For**

Gabrielle Hoing  
Hartford Area Chamber of Commerce  
125 N Main Ave.  
Hartford, SD  
57033

**Proposal Date**

04/03/2020

**Proposal Number**

0000007

## Scope of Work

- The Hartford Area Chamber of Commerce would like assistance in the production of their 16-page quarterly newsletter.
- This would include writing 3 business feature articles (300-500 words), 10-15 shorter blurbs (100-200 words), and editing submitted content, such as letters from the presidents. It would also involve double-checking ad and business listings for accuracy.

## Pricing

Description	Rate	Qty	Line Total
Quarterly Chamber Newsletter	\$1,200.00 +Sales Tax	1	\$1,200.00
	Subtotal		1,200.00
	Sales Tax (6.5%)		78.00
	<b>Proposal Total (USD)</b>		<b>\$1,278.00</b>

## Notes

If you have any questions or would like to clarify anything, please feel free to reach out. Thank you for the opportunity!

## Terms

6.5% sales tax applies.



# HARTFORD

AREA DEVELOPMENT FOUNDATION

April 3, 2020

Mayor & Council  
City of Hartford, South Dakota  
ATTN: The Honorable Jeremy Menning - Mayor  
125 North Main Street  
Hartford, SD 57033

As you know, the Hartford Area Development Foundation, in partnership with the city council, has embarked on a comprehensive program of work and funding campaign to drive **Envision 2025** – a multi-pronged effort to grow the local economy and enhance community quality of life. The program of work includes specific job, business park development, capital improvement and “quality of life” objectives to be achieved over the next five years.

As the campaign ramped up during the 4<sup>th</sup> quarter of 2019, six private sector businesses (Great Western Bank, Reliabank, Travis Electric, Stockwell Engineering, Sunshine Foods, Sioux Valley Electric) made an initial \$60,000 investment in the foundation to proceed with action plans. I am pleased to report now that every member of the foundation board of directors has not only approved the program of work and the Envision 2025 financial plan but has also vested in the **Envision 2025** campaign through signed multi-year investment pledges.

Economic impact data presented by National Community Development Services validates that, as a direct result of Envision 2025 efforts and goal achievement, \$60M in fresh GDP annually for our two county MSA will jump start a path to enhanced economic vitality (Economic Impact Analysis, Table 1). It is expected that annual taxes received, once objectives are attained, amount to \$1.4M per annum for Minnehaha and Lincoln County government units and special tax districts (Economic Impact Analysis, Table 10).

Based on the foregoing and consistent with Resolution 2020-3 it is requested that the City of Hartford, South Dakota approve a five-year investment of \$160,000 per year for five years. Public investment in cooperation with business (private sector) participation helps ensure that goals are achieved and leveraged to meet our community’s aspirations for a more prosperous future.

Sincerely,

**Justin Eich**  
President

A handwritten signature in black ink, appearing to read "Justin Eich", is written over the printed name and title.

Attachments (Program of Work, NCDS Economic Impact Analysis ROI)

Copy: HADF/HADC Board of Directors



## ENVISION 2025 PROGRAM OF WORK

The 2020-2025 multi-year program is prepared by NCDS, Inc. with community input for the Hartford Area Development Foundation (HADF) and the Hartford, SD City Council. See EXHIBITS for participating organization, member and investor details.<sup>i</sup> The program references the Hartford 2017-2037 Comprehensive Plan (CP2017)<sup>ii</sup> and is subject to strategic direction and funding provided by HADF and the council. Citizen input is cross-referenced to the CP2017. The Economic Development Director<sup>iii</sup> manages program assessment, maintenance and execution. Envision 2025 is funded by the public | private<sup>iv</sup> sector partnership.

*"With public input, the Planning and Zoning Commission and the City Council can create a balance between industry, commerce, and housing, and can utilize all resources available to facilitate civic improvement."*

CP2017, p. 38

### VISION<sup>1</sup>

"Hartford Area Development Foundation aims to enhance the community by providing helpful resources to citizens, builders and businesses."

125 North Main Avenue, Hartford, SD 57033  
605.528.3338

<sup>1</sup> [https://www.hartfordsd.us/index.asp?SEC=D24E20D7-C0FD-4A7B-AF9E-33F0DE1E76A8&Type=B\\_BASIC](https://www.hartfordsd.us/index.asp?SEC=D24E20D7-C0FD-4A7B-AF9E-33F0DE1E76A8&Type=B_BASIC) (3/22/20)

# INDEX

ITEM	AGENDA <sup>2</sup>	TIMELINE
A-1	REVIEW #1 STRATEGY VS 2017-2037 COMPREHENSIVE PLAN	3 <sup>rd</sup> Q 2020
A-2	FORECAST LAND ACQUISITION NEED FOR INDUSTRIAL PARK (5+ ACRE SITES)	1 <sup>st</sup> Q 2021
A-3	IDENTIFY PARCEL SPECIFIC REQUIREMENTS   ENVIRONMENTAL AND INFRASTRUCTURE DEVELOPMENT	Upon Approval
A-4	PERFORM INDUSTRY SPECIFIC DUE DILLIGENCE TO ADVANCE "SHOVEL READY" SITE PREP	Post-Acquisition
A-5	PROMOTE ANNEXATION PROPOSAL (FOR HEAVY OR LIGHT INDUSTRIAL GROWTH)	2021 Annually
A-6	MANAGE PROJECT SUCCESS	After "WIN"
B-1	DEVELOP ED BUSINESS CONNECTIONS AND SUSTAIN UP-TO-DATE WEB PRESENCE	Immediate
B-2	INVESTIGATE AND AFFIRM, OR MODIFY, ENVISION 2025 TARGET INDUSTRIES	2 <sup>nd</sup> Q 2021
B-3	PREPARE ENVISION 2025 MARKETING COLLATERAL AND CUSTOMIZED RESPONSES TO LEADS	1 <sup>st</sup> Q 2021
B-4	JOB RETENTION PLAN	Real time
B-5	MARKET HARTFORD SD AS A PREFERRED LOCATION FOR BUSINESS EXPANSION	1 <sup>st</sup> Q 2021
B-6	PROMOTE HOUSING CONSTRUCTION TO MARKET NEEDS (INCL. SENIOR HOUSING)	4 <sup>th</sup> Q 2021 >
B-7	ESTABLISH APPROACH TO EMPLOYER WORKFORCE CHALLENGE	2021, 2022, 2023
C-1	GENERATE A QUALITY OF LIFE PROSPECTUS	Ongoing
C-2	CONDUIT PARKS AND RECREATION, CHAMER OF COMMERCE, DOWNTOWN INC AGENDA	Quarterly
C-3	NEIGHBORHOOD CONSERVATION	2021, 2022
C-4	COORDINATE GOALS, ACTUAL JOB/EMPLOYEE GROWTH RESULTS WITH EDUCATORS	Annual

- EXHIBIT 1: Hartford Area Development Foundation (HADF, also HDC) board of directors 2020; Hartford SD City Council 2020; Resolution 2020-3.  
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 EXHIBIT 9: Commercial Center contacts.  
 EXHIBIT 10: NCDS/Economic Strategy Center Envision 2024 Economic Impact Analysis, dated February 24, 2020. Executive summary.  
 EXHIBIT 11: Quality of Life Topics. It is recommended that the community develop a matrix for evaluating and rating quality of life factors.

<sup>2</sup> Program of Work Action Items, Agenda bullet points and timelines are subject to reconsideration/replacement/modification as circumstances dictate.

**STRATEGY # 1: PLAN AND DEVELOP AN INDUSTRIAL | BUSINESS PARK**

Growth management provides for economical provision of city services by coordinating public facility improvements with private development (CP2017, p. 32).

PROGRAM	EXPLANATION	ACTION PLAN	CALENDAR
<p><b>REVIEW STRATEGY # 1 VS 2017 COMPREHENSIVE PLAN</b></p> <p><b>A-1</b></p>	<p><b>Assess</b> Strategy #1 “Plan and Develop An Industrial   Business Park(s)” with the CP2017 Planning Policy Framework (pp. 32-34) for consistency and/or take steps to align intent with HADF plans to acquire industrial sites and build infrastructure.</p>	<p><b>Apply</b> CP2017 (p. 32-33) Goal 1 (Focus New Development within Existing City Limits Area) and Goal 2 (Direct New Growth into Designated Future Growth Areas) to integrate planning policy objectives with industrial site developments. <b>Document inconsistencies and deficiencies.</b></p>	<p>Product due 3<sup>rd</sup> Q 2020 for action by HADF review by City Council.</p>
<p><b>FORECAST LAND ACQUISITION NEED FOR INDUSTRIAL PARK</b> 5+ acre site(s)</p> <p><b>A-2</b></p>	<p><b>Review</b> CP2017 Maps 5 &amp; 6: Current &amp; Future Land Use to develop the Business Case for land acquisition and development initiatives to be evaluated by the HADF board and city council. Upon approvals, pursue the strategy to acquire and improve desired “shovel ready” property(ies) based on preferred industries (value add ag, advanced manufacturing, aquaculture, distribution, post-secondary education, cyber security).<sup>v</sup></p>	<p><b>Compare/contrast parcel value</b> (acreage, cost, productivity/ROI potential) by parcel to achieve strategic results with preferred industrial prospects. Include assessments<sup>vi</sup> of Parcel 15925 Wintersteen, Parcel 16018 Melin, Parcel 64705 Jastram and CP2017 Growth Areas B-E (pp. 24, 28, 31). Must <b>include strategy</b> to engage property owner<sup>vii</sup> in negotiations, contract, close.</p>	<p>Due 1<sup>st</sup> Q 2021 for HADF board and city council consideration.</p>
<p><b>IDENTIFY PARCEL SPECIFIC REQUIREMENTS FOR ENVIRONMENTAL AND INFRASTRUCTURE DEVELOPMENT</b> (CP2017, p.11, 14)</p> <p><b>A-3</b></p>	<p>Before future development for a specific parcel is considered, <b>review</b> environment and infrastructure <b>impacts</b> to offer recommendations for remediation (CP2017, p. 38), including <b>capital costs</b>. Factors include drainage/soil, transportation, water and wastewater for properties identified and approved per A-2, above.</p>	<p><b>Engage</b> expertise - public (state, county, local) and private (as needed) to prepare and document needs. See CP2017 Environmental Constraints (p. 11) and Infrastructure Assessment (p. 14). <b>Generate advocacy document</b> for adoption by planners, funders, vendors, stakeholders (e.g. adjoining property interests).</p>	<p>Product due upon approval of a specific Envision 2025 industrial property acquisition.</p>

PROGRAM	EXPLANATION	ACTION PLAN	CALENDAR
PERFORM INDUSTRY SPECIFIC DUE DILLIGENCE TO ADVANCE “SHOVEL READY” SITE PREP A-4	Develop “target industry” site prep requirements with assistance from P&Z and Public Works Superintendent to move forward with preliminary siting <sup>3</sup> , design, financing and additional elements of due diligence. <sup>4</sup>	Specify “approximate” costed readiness parameters based on target industry preferences for a spec building, power, water, technology, transportation. List parameters in industry-specific collateral to market site “shovel readiness” posture.	Complete document within 3-9 months of property acquisition target date.
PROMOTE ANNEXATION PROPOSAL (FOR HEAVY OR LIGHT INDUSTRIAL GROWTH) A-5	Per CP2017 (p. 24, 38) Orderly growth policy <b>requires active annexation programs</b> . Boundaries for city services preferably coincide with corporate limits. Areas designated as growth and “rural adjacent subdivision” areas should be annexed in advance of major development. If annexation ambition extends into the Joint Zoning Jurisdiction <sup>viii</sup> , the CP2017 must be amended with county concurrence.	<b>Document</b> a forward-looking perspective for future heavy/light industrial growth based on CP2017 land-use projections (CP2017, Map 7); note Design Criteria (p. 39). Keep front and center of P&Z, business attraction and infrastructure development stakeholders. Advocate for timely annexation as real-time transactions dictate.	Annually 2021 – 2025 for action by HADF and city if/as needed.
MANAGE PROJECT SUCCESS A-6	Upon affirmation of intent by a business to locate in the area, develop an action plan to meet acquired business, intergovernmental, HADF and communications needs.	Convene a discussion by stakeholders to ensure coordination of objectives and plans and update the punch list monthly through 90 days following project completion.	Due within 2 weeks following first business acquisition “win”

<sup>3</sup> Siting: topography, archaeological, sewer/water, utilities/fiber components

<sup>4</sup> Due diligence: geotechnical, wetland delineations (CP2017), regulatory statutes, vendor solicitations and proposal management

**STRATEGY # 2: ATTRACT NEW BUSINESSES AND RESIDENTS**

Through the preparation and adoption of CP2017, governing officials of Hartford have expressed their desire for orderly and efficient growth and development in the community and surrounding area. (CP2017, p. 2).

PROGRAM	EXPLANATION	ACTION PLAN	CALENDAR
DEVELOP ED BUSINESS CONNECTIONS AND SUSTAIN UP-TO-DATE WEB PRESENCE  B-1	<b>Expand existing network</b> to market the Hartford SD area based on Envision 2025 perspectives and knowledge of the area's strength, people and values. Keep the HADF website current.	Apply time and budget to <b>establish intragovernmental presence</b> , enroll in associations, broaden media reach, expand social media links and travel to deploy strategic initiatives. Share productive outcomes with the HADF board.	Immediate. Track connection via Sales Force or similar SaaS db to grow connectivity and national presence.
INVESTIGATE AND AFFIRM, OR MODIFY, ENVISION 2025 TARGET INDUSTRIES  B-2	<b>Research</b> both demand and supply sides of industries suitable for, and attracted to, the Midwest and the FSD market given our cost-of-living, distribution, transportation and town/community values nexus.	<b>Develop a market-specific analysis</b> to be shared with state/county ED and location expert resources. Prioritize industry preferences to permit more productive lead generation and business acquisition.	Analysis due 2 <sup>nd</sup> Q 2021.
PREPARE ENVISION 2025 MARKETING COLLATERAL AND CUSTOMIZED RESPONSES TO LEADS  B-3	<b>Create RFI / RFP / RFQ response templates</b> , including a marketing brief. Respond to land acquisition and/or industry attraction leads within 3 business days. Coordinate a pre-designed team approach to respond with state / regional ED <sup>5</sup> , key industry and chamber participation as warranted by the quality/ urgency of lead.	<b>Engage stakeholders</b> in the response process to pre-align familiarity by our key leaders with prospective target industries (ag, manufacturing, distribution, etc.). Create an Envision 2025 marketing plan and a coordinated approach to host interested parties. <b>Obtain approvals</b> for these plans by the HADF board and city council.	Due 1 <sup>st</sup> Q 2021 or upon receipt of earliest leads resulting from the Envision 2025 program of work.

<sup>5</sup> Reference Minnehaha/Lincoln as part of four county MSA to anticipate Envision 2025 regional impact on resources, laborshed.

PROGRAM	EXPLANATION	ACTION PLAN	CALENDAR
<p><b>JOB RETENTION PLAN</b></p> <p>B-4</p>	<p><b>Create year-round schedule</b> to conduct annual confidential 1-on-1 conversations with area CEOs and commercial center owners/property managers. Learn and strategize together to overcome business obstacles/challenges (expansion, regulations, taxes, workforce, etc.).</p>	<p>As appropriate, consult with HADF resources to confidentially assist a CEO / business successfully <b>resolve issues</b> that might otherwise preclude business retention. Where expansion is concerned, track and credit HADF with job growth/retention towards the 150 "new job" goal.</p>	<p>Consult confidentially with HADF President and/or Mayor for problem-solving approaches. Engage stakeholders in solution efforts.</p>
<p><b>IMPLEMENT STRATEGIC INITIATIVE AND DETAILED TACTICAL APPROACHES TO MARKET HARTFORD SD AS A NATIONALLY PREFERRED LIGHT AND HEAVY INDUSTRY LOCATION FOR BUSINESS EXPANSION</b></p> <p>B-5</p>	<p><b>Envision 2025 goals and objectives</b> include <u>150 new jobs</u> (jobs retained, new jobs acquired) as a direct result of HADF activity, including <u>\$100M in capital investment</u>. This program is intended to accomplish goals at the conclusion of its multi-year implementation resulting in outcomes identified by NCDS's Economic Impact Analysis (EIA) dated February 24, 2020. EIA Table 1 forecasts a total impact of 290 total jobs and \$60M in new output for the Minnehaha/Lincoln Counties MSA <u>annually</u> once the direct job goal is attained.</p>	<p><b>A comprehensive strategic initiative should target implementation</b> of key Envision 2025 components on a timeline suggesting foreseeable success within the first 3-4 years of strategy implementation.</p> <p><b>Track</b> job creation activity and maintain (1) "new job count," (2) "average salary by company" and (3) "corporate capital invested" for both Business Retention and Business Acquisition successes with respect to intentional Envision 2025 goals<sup>6</sup>.</p>	<p>Strategy due 1<sup>st</sup> Q 2021. Immediate implementation to <i>"compete: every single day - forever."</i></p>

<sup>6</sup> Envision 2025 action and goal achievement tracking is an Executive Director on-going reporting responsibility contrasting plan vs. goal approaching 2025.

PROGRAM	EXPLANATION	ACTION PLAN	CALENDAR
<p><b>PROMOTE RESIDENTIAL HOUSING CONSTRUCTION TO MEET CONSENSUS AREA MARKET NEEDS (INCLUDE IDEAS FOR SENIOR HOUSING)</b></p> <p>B-6</p>	<p>CF2017 Demographic data (p. 5) including tables citing household composition, housing market statistics and school plans/projections (p. 20) along with land use data (p. 25) <b>suggests land ample acreage</b> [acreage used 1,391, available 5,624] for residential construction (in consideration of Table 8 – Income Distribution). CF 2017 (p. 28) cites Growth Area Analysis factors regarding wastewater and sewer implications (CF 2017, Map 7). Housing contemplates recommendations for park, community asset, neighborhood and school planning considerations.</p>	<p>While CF2017 provides (a) state planning requirements and (b) “predictability” on public/private real estate and capital investment, the real estate and capital investment markets are subject to considerable variability in short time intervals. <b>A multi-year forecast informed by CF2017 but updated twice annually</b> may be useful to influence today’s volatile transaction environment. Develop and present forecasts with stakeholder (inter alia interagency, chamber, construction, employer, real estate professionals and school board) participants.</p>	<p>Forecast “1 pager” twice annually beginning 4<sup>th</sup> Q 2021.</p>
<p><b>ESTABLISH APPROACH TO EMPLOYER WORKFORCE CHALLENGES</b></p> <p>B-7</p>	<p>Consult CF2017 Table 6-Employment Table 7-Labor Force, new industry, population forecasts and high/trade/junior college graduations to <b>assess workforce sources</b> and (retirement) losses. Discuss challenges with new and existing (construction, farming, manufacturing, technology, trades, etc.) HR experts, secondary and post-secondary education leaders to <b>develop and tap industry-sought talent and students with career/job intentions</b>. Cross-check CF2017 with West Central School District and SD<sup>7</sup> Southeast Region plans.</p>	<p><b>Develop a briefing</b> for employers, educators and state/local workforce agencies outlining opportunities and challenges. <i>Without generating any new meetings in addition to those already hosted regularly</i>, suggest initiatives that put <b>students in industry</b> (preferably tutored, compensated and certificate earning) and <b>industry in education</b> settings for direct transfer of knowledge and experience for employers, educators and prospective employees. Each initiative is intended to produce minimum one, preferably multiple, placements and certifications/licenses within 6-12 months of engagement.</p>	<p>Research problem, opportunities, resources and the will to succeed during 2021. Present action plan 1<sup>st</sup> Q 2022. Show placement results NLT 2<sup>nd</sup> Q 2023.</p>

<sup>7</sup> <http://asbsd.org/index.php/about/board-of-directors/regions-enrollment-categories/>

**STRATEGY # 3: GENERATE QUALITY OF LIFE IMPROVEMENTS**  
 Hartford has committed to shape the future of the community to enhance economic development and maintain a high quality of life for all citizens of the community (CP2017, p. 35).

PROGRAM	DETAIL	ACTION PLAN	CALENDAR
GENERATE A QUALITY OF LIFE PROSPECTUS FOR CONSIDERATION BY HADF, THE CHAMBER, DOWNTOWN INC AND CITY COUNCIL  <b>C-1</b>	<b>Guide</b> an effort to inform, <b>define</b> , document and <b>propose municipal “quality of life” standards</b> . <u>Quality of Life Topics</u> <sup>xi</sup> introduced by over 30 “program of work refinement” discussion participants (1 <sup>st</sup> Q 2020) representing community stakeholder points of view are attached.	<b>Engage</b> stakeholders in the definition of “Quality of Life” and develop a matrix to illustrate a pathway forward for the perceived components to achieve continuous progress based on urgency, cost/benefit. Continue <b>due diligence</b> and consider scheduled leadership / citizen convenings to discuss plans, progress, obstacles and results.	On-going
CONDUIT FOR PARKS AND RECREATION, CHAMER OF COMMERCE, DOWNTOWN INC AGENDA ITEMS  <b>C-2</b>	The city council appoints citizen committees to provide input to and guide quality of life initiatives. The Executive Director is in a position to <b>inform committees</b> and organizations with respect to goals and objectives <b>in the context of Envision 2025</b> .	Schedule regular availability to <b>listen and learn</b> regarding community and organization ideas, objectives, obstacles as well as serve as a <b>conduit for innovation</b> with the HADF board and the city council. Quality of life conversations can be productive when the concept is defined and elements prioritized.	Quarterly on-going

PROGRAM	DETAIL	ACTION PLAN	CALENDAR
<p><b>NEIGHBORHOOD CONSERVATION</b> (CP2017)</p> <p><b>C-3</b></p>	<p>CP2017 Section VII (p. 23) and Section VIII (B [6], p. 24) cite the challenges of declining neighborhoods (16 acres manufactured housing, etc.). Challenge within city limits may be <b>tackled for approaches towards improvement of conditions</b> such that challenges are mitigated substantially as the Envision 2025 program of work nears completion. CF2017 mentions the use of “volunteers, city personnel and equipment to help maintain environmental conditions and assist in cleaning up targeted older residential areas.”</p>	<p>Executive Director may summarize city <b>areas to benefit</b> from a productive intervention of “lasting benefit” <i>from the perspective of <b>affected neighborhood residents, property owners as well as the municipality as a whole</b></i>. A “lasting benefit” ideally enhances citizen quality of life and the value of property. Identify expertise (professional, municipal, citizens linked to identified area) to initiate a wholistic, vested, “stakeholder owned results-based methodology.” Enforce owner/renter code. Use SE Tech resources?</p>	<p>Document affected parties; document solution approaches (2021). Earn buy-in incl. residents, donors, volunteers, social service agencies, business (2<sup>nd</sup> Q 2022). Commence informed initiatives (3<sup>rd</sup> Q 2022).</p>
<p><b>COORDINATE STRATEGIC INITIATIVE GOALS, ACTUAL JOB/EMPLOYEE GROWTH RESULTS WITH EDUCATORS</b></p> <p><b>C-4</b></p>	<p>School plans and projections (CP2017, Section V) are directly impacted by a change in growth trajectory driven by Envision 2025. Manpower requirements are impacted as well. Education resources need <b>advance indications</b> to keep pace with student growth and evolving talent needs.</p>	<p>Provide <b>documented updates of current vs. Envision 2025</b> aggressive industry, job growth and housing projections. Engage educators to enable K-12 and post-secondary facility and education program planning. Include West Central (Cities of Hartford, Humboldt).</p>	<p>Annual K-12, trade/community college board updates.</p>

## EXHIBITS

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- i EXHIBIT 1: Hartford Area Development Foundation (HADF, also HDC) board of directors 2020; Hartford SD City Council 2020; Resolution 2020-3.
- ii EXHIBIT 2: Hartford Comprehensive Plan 2017-2037 c/o South Eastern Council of Governments at the direction of the Planning Commission.
- iii EXHIBIT 3: HADF Chamber & Economic Development Director Job Description.
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- vi EXHIBIT 6: List of selected industrial development sites Parcel 15925 Wintersteen, Parcel 16018 Melin, Parcel 64705 Jastram. Site selection is not defined by or limited to these properties. For policy guidelines, consult CP2017 Section IX - Growth Area Analysis.
- vii EXHIBIT 7: Selected property owner contact details.
- viii EXHIBIT 8: Minnehaha County Joint Jurisdictional Zoning Q&A and map.
- ix EXHIBIT 9: Commercial Center contacts.
- x EXHIBIT 10: NCDS/Economic Strategy Center Envision 2024 Economic Impact Analysis, dated February 24, 2020. Executive summary.
- xi EXHIBIT 11: Quality of Life Topics. The action items noted arise from community conversations about “what is important” for the maintenance and growth of quality of life in Hartford, SD. Because there are many points of view and regulatory considerations, it is important to have a definition of (need based) **factors impacting quality of life**, and to reference a matrix placing a variety of **considerations in context** (importance, priority, cost/benefit, mandated/not mandated, sustainability, timeline, etc.). It is recommended that the community develop a matrix for evaluating and rating quality of life factors.

# **HADF Envision 2025 Program of Work**

## **EXHIBIT**

# **1**

**Envision 2025 Leadership  
City and HADF Resolution 2020-3  
City and HADC Agreement**

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# ENVISION HARTFORD SD

## Leadership

### 3/2/2020

#### **Hartford Area Development Foundation**

President - Justin Eich

Vice President - Lyle Howey

Treasurer - Blair Bathke

Secretary - David Larson

Eric Bartmann

Jake Droge

Keith Matthiesen

Merlin Goebel

Travis Kuehl

Jesse Fonker - Executive Director

#### **City Council**

Jeremy Menning, Mayor

Travis Kuehl, City Council Ward 1

Mark Brenneman, City Council Ward 1

Mark Monahan, City Council - Ward 2

Brittany Glanzer, City Council - Ward 2

Scott Nelson, City Council - Ward 3

Arden Jones, City Council - Ward 3

#### **Campaign Co-Chairs**

Travis Kuehl

Keith Matthiesen

NCDS Sr. Project Executive

Al Doeve [adoeve@hartford.life](mailto:adoeve@hartford.life) (770) 823.5262 m



## RESOLUTION 2020-3

Whereas:

- The **AGREEMENT** between the City of Hartford, South Dakota and Hartford Area Development Corporation (HADC), dated May 18, 2017 is currently in force; and
- WHEREAS **City** supports the Hartford Area Development Corporation through employment of the Economic Development Director, financial and in-kind resources to pursue economic development initiatives; and
- WHEREAS **HADC** prepares a program of work named **Hartford Envision 2024** to grow the area economy, grow business enterprise and support quality of life enhancement for all citizens; and
- WHEREAS **City and HADC** shall **endorse a Hartford Envision 2024** program of work as a mutually acceptable program of work designed with participation by representatives of the public and private investors and stakeholders; and
- WHEREAS **City and HADC** governance and oversight of the **Hartford Envision 2024** program requires partnership and consensus to attain clearly defined industrial, job and capital investment goals;

Now therefore, it is agreed to by City and HADC as follows:

- 1) City of Hartford and Hartford Area Development Corporation will complete an agreement establishing an organizational construct that defines public and investor participation in the Hartford Envision 2024 governance process; and
- 2) City of Hartford and Hartford Area Development Corporation will establish the means whereby fiduciary responsibilities are reviewed and/or audited on an annual basis. Such an agreement will be scheduled to take effect no later than June 30, 2021.

CITY OF HARTFORD

[Signature]  
By: Jeremy Menning  
It's: Mayor

[Signature]  
Attest: Karen Wilber  
Finance Officer

STATE OF SOUTH DAKOTA )

: SS

COUNTY OF MINNEHAHA

On this the 17<sup>th</sup> day of March, 2020, before me, the undersigned officer, personally appeared Jeremy Menning and Karen Wilber, Mayor and Finance Officer of the City of Hartford, known to me or satisfactorily proved to be the persons described in the foregoing instrument and acknowledged that they executed the same in the capacity therein stated and for the purposes therein contained. In witness whereof I hereunto set my hand and official seal.



[Signature]  
Notary Public, South Dakota  
My commission expires: 9-18-2024

Hartford Area Development Corporation

[Signature]  
By:  
It's: President

STATE OF SOUTH DAKOTA )

: SS

COUNTY OF MINNEHAHA

On this the 19<sup>th</sup> day of March, 2020, before me, the undersigned officer, personally appeared Justin Eich, who acknowledged himself/herself to be the President of the Hartford Area Development Corporation, a Non-profit organization, and that (s)he, as such officer, being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by himself/herself as such officer. In witness whereof I hereunto set my hand and official seal.



[Signature]  
Notary Public, South Dakota  
My commission expires: 9-18-2024

**AGREEMENT**  
**Between the City of Hartford, South Dakota and**  
**Hartford Area Development Corporation**

COMES NOW, the City of Hartford, a municipal corporation, hereinafter "City" and the Hartford Area Development Corporation, hereinafter "HADC".

WHEREAS, the City of Hartford is a municipality authorized and in existence pursuant to the Laws of the State of South Dakota; and

WHEREAS, the Hartford Area Development Corporation is a South Dakota Non-profit organization established in compliance with the Laws of the State of South Dakota; and

WHEREAS, City has, in the past, contributed money to HADC to assist in carrying out the functions of the Development Corporation; and

WHEREAS, City and HADC acknowledge that the financial contributions to HADC by City are contingent upon compliance with the terms and condition of this Agreement; and

NOW THEREFORE, in consideration of the terms and conditions of this Agreement, and other good and valuable consideration, the legal sufficiency of which is agreed to by the parties hereto it is agreed by City and HADC as follows:

- 1) City of Hartford is a municipal corporation and in this Agreement is referred to as "City."
- 2) The Hartford Area Development Corporation is a Non-profit organization and in this Agreement is referred to as "HADC".
- 3) The Chamber and Economic Development Director is referred to in this Agreement as "Director".
- 4) City and HADC agree that Director is an individual employed by City and that the Director is a City employee.
- 5) City and HADC agree that one of the job requirements of Director is to work in conjunction with HADC and the Hartford Area Chamber of Commerce for the benefit of City, HADC and the Hartford Area Chamber of Commerce.
- 6) City and HADC acknowledge that the job description of Director is contained in the City of Hartford Position Description attached hereto as Exhibit A.
- 7) City and HADC agree that City is solely responsible for and solely in control of the job description of Director as detailed in the City of Hartford Position Description.
- 8) City and HADC agree that, notwithstanding paragraph 7) of this Agreement, no changes will be made to the terms and conditions of the City of Hartford Position Description without input from HADC.
- 9) HADC agrees that it will take any and all action requested by City to enact or amend their bylaws to require and provide that Director will be a non-voting

member of the HADC Executive Board of Directors, and as such, Director will be entitled to participate as a speaker and member of the Board with all privileges and rights associated therewith other than as a voting member.

- 10) HADC agrees that it will not make any change to the Bylaws of HADC, as it relates to the Director position, unless the amendment or change has been given to City at least Eighteen (18) days prior to such amendment, and that the amendment or change will be made in strict compliance with the Bylaws.
- 11) The Agreement is effective on the date of execution of the last party to sign this Agreement and terminates three years thereafter.
- 12) City and HADC agree that at any time there is a decision made to hire a new Chamber and Economic Development Director that HADC will be allowed to participate in and provide input as to the person hired for the position.
- 13) The parties acknowledge that City is entitled to determine, in its sole discretion, the candidate hired.
- 14) City and HADC agree that on each occasion a new Director is hired that the parties will re-evaluate the terms and conditions of this Agreement.
- 15) City and HADC acknowledge that the Director will be evaluated on an annual basis. City agrees that HADC Board of Directors may submit an annual written evaluation of Director and that a copy of that evaluation shall be given to Director.
- 16) City and HADC agree that either party may terminate this Agreement with a Ninety day written Notice to the other party.
- 17) The laws of the State of South Dakota shall govern all questions concerning the construction, validity and interpretation of this agreement.
- 18) Upon breach of any of the terms of this Agreement by either party, the non-breaching party shall be entitled to give notice of default to the breaching party. The notice of default shall indicate how the party has breached the Agreement and shall indicate what action the defaulting party shall take to cure such breach. The defaulting party shall have thirty days to take substantial action to cure such breach.  
If the defaulting party does not, within the time for cure provided in the notice of default, take substantial action to cure such breach, the defaulting party shall at the written direction of the non-defaulting party perform such action as requested by the non-defaulting party and the non-defaulting party upon failure of that party to perform shall thereupon have full power and authority to pursue all remedies authorized by law.
- 19) **Waiver:** Failure of any party to insist upon the strictest performance of any covenant or condition contained herein or to exercise any right or option conferred herein in one or more instances shall not be construed as a waiver or relinquishment for the future of any such covenant, condition, right or option, but the same shall remain in full force and effect. The doing by any party of any act or thing which it is not obligated to do hereunder shall not be deemed to impose upon it any obligation to do any such act or thing in the future or in any way change or alter any provision of this Agreement.



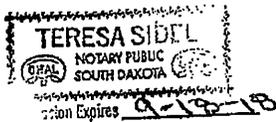
STATE OF SOUTH DAKOTA )

:SS

COUNTY OF MINNEHAHA )

On this the 18<sup>th</sup> day of May, 2017, before me, the undersigned officer, personally appeared Justin Eick, who acknowledged himself/herself to be the President of Hartford Area Development Corporation, a Non-profit organization, and that (s)he, as such officer, being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by himself/herself as such officer.

IN WITNESS WHEREOF, I hereunto set my hand and official seal.



Teresa Sidel  
Notary Public, South Dakota  
My commission expires: 9-18-2018

# **HADF Envision 2025 Program of Work**

## **EXHIBIT**

# **2**

**Hartford SD Comp Plan 2017-2037  
Maps Hartford, Humboldt, SD  
Sioux Falls MSA Place List, Wages**

# **HARTFORD**

## **Comprehensive Plan 2017 - 2037**

*Prepared by the South Eastern Council of Governments at the  
direction of the Planning Commission of Hartford, South Dakota*

## ACKNOWLEDGEMENTS

This Comprehensive Plan is a compilation of effort by many people, organizations and government entities. This document expresses the great civic pride that exists in the City of Hartford. Through the preparation and adoption of this document, the governing officials of Hartford have expressed their desire for orderly and efficient growth and development in the community and surrounding area.

### City Council

Mayor: Jeremy Menning

Council Members: Mark Brenneman, Mark Monahan, Ryan Horn, Scott Nelson, Arden Jones, Travis Kuehl

City Administrator: Teresa Sidel

Finance Officer: Audra Sternke

### Planning Commission

Chairman: Rick Freemark

Board Members: Eric Bartmann, Bob Bender, Matt Cain, John McMahon, Stephanie Olson-Voth, Tony Randall

The South Eastern Council of Governments prepared this document under the direction of the Hartford Planning Commission.

# I. INTRODUCTION

## A. PURPOSE, AUTHORIZATION AND ADOPTION

### 1. PURPOSE OF THE COMPREHENSIVE PLAN

There are two primary purposes of this document:

- (1) To address the planning requirements of state law while also providing a sound and logical basis for city growth management strategies; and
- (2) To provide some predictability about the potential land uses and timing of development so that both public and private sectors can make informed decisions in the area of real estate and capital investments.

### 2. AUTHORIZATION UNDER STATE LAW

Under 11-6-14 of South Dakota Codified Laws, the planning commission of a municipality is directed to *"propose a plan for the physical development of the municipality...[to] include the general location, character, layout and extent of community centers and neighborhood units..."*.

### 3. DEVELOPMENT AND ADOPTION

The Hartford City Council has adopted this document in accordance with state law. In developing this Comprehensive Plan, the Hartford Planning Commission has used background research, detailed inventories and assessments, and discussion sessions at Planning Commission meetings and Planning Commission public hearings. The land uses identified in this document are not set in stone. The Comprehensive Plan is a general guideline, and **neither endorses nor prohibits** development of a certain kind in a certain area. It is intended to guide the City in its implementation of zoning regulations, subdivision regulations, capital improvements plans and other related policies.

### 4. AREA OF PLANNING JURISDICTION

The City of Hartford shall, under South Dakota statutes, have the authority to control development within the corporate limits of Hartford.

## B. INTERGOVERNMENTAL CONSIDERATIONS

A comprehensive plan affects not only those living in the study area, but also (to some extent) those living and working throughout the Hartford area. As a result, the City Council provided a draft of this plan to, and has requested input from the Minnehaha County Planning Commission and the Hartford Economic Development Corporation.

### **C. APPROPRIATE USE OF THE COMPREHENSIVE PLAN**

South Dakota laws require that zoning districts must be in accordance with the Comprehensive Plan. It is the intent of this document to show the most appropriate use of land within the study area, based on the potential for growth and development of the community.

## II. DEMOGRAPHIC DATA

### A. DEMOGRAPHIC CONDITIONS

The population of Hartford grew steadily from 1960 to 1980. From 1980 to 1990, the population leveled off with a slight decrease. However, the population of Hartford increased by 46 percent between 1990 and 2000, and increased again between 2000 and 2010 by another 37 percent. The population growth is the result of natural increase and net in-migration. There is a natural increase when the number of births exceeds the number of deaths. A net in-migration occurs when the number of people moving into the community is larger than the number leaving.

The median age in Hartford steadily increased between 1960 and 2000, then had a slight decrease between 2000 and 2010. As can be seen in Table 2 the median age in Hartford remains well below that of Minnehaha County and the State of South Dakota.

**Table 1. City of Hartford General Population Facts  
1960 – 2010**

	1960	1970	1980	1990	2000	2010	2015*
<b>Total Population</b>	688	800	1,281	1,262	1,844	2,534	2,965
<b>% Increase/ Decrease</b>	NA	16.3%	60.1%	-1.5%	46.1%	37.42%	17.01%
<b>Median Age</b>	NA	25.5	25.9	30.3	32.2	31.9	NA
<b>Under 18 Age Group</b>	NA	330	446	415	590	829	NA
<b>18-44 Age Group</b>	NA	224	466	532	756	923	NA
<b>45-64 Age Group</b>	117	141	181	188	332	571	NA
<b>65+ Age Group</b>	110	105	114	127	166	211	NA

Source: U.S. Census Bureau, 1960-2000.

\* Based upon City of Hartford Building Permit Data 2011 - 2015

**Table 2. Comparison Analysis of Population Data  
1980 – 2010**

	<b>Hartford</b>	<b>Minnehaha Co.</b>	<b>S.D.</b>
<b>1980 Pop</b>	1,281	109,435	690,768
<b>1990 Pop</b>	1,262	123,809	696,004
<b>2000 Pop</b>	1,844	148,281	754,844
<b>2010 Pop</b>	2,534	169,468	814,180
<b>2000 – 2010 % Change</b>	37.42%	14.29%	7.86%
<b>Median Age (2010)</b>	31.9	34.5	36.9

Source: U.S. Census Bureau

### HOUSEHOLDS BY TYPE

Between 2000 and 2010, Hartford experienced an overall increase of 149 “family” households. There were increases in all categories of “family” household with the largest increases being in married couples without own children and married couples with own children.

During the same time the City of Hartford had an increase of 103 “non-family” households. There was an increase of 78 one-person households and an increase of 25 households that had unrelated individuals living together.

**Table 3: Household Composition  
2000 to 2010 (Source: U.S. Census Bureau)**

	<b>2000 Census</b>	<b>2010 Census</b>	<b>Change</b>
	<b><i>Family Households</i></b>		
Married Couple with own children	246	311	+65
Single Parent with own children	75	87	+12
Married Couple without own children	190	257	+67
Family Householder without spouse	24	29	+5
Total Families	535	684	+149
	<b><i>Non-Family Households</i></b>		
Single Person	105	183	+78
Two or more persons	21	46	+25
Total Non-Families	126	229	+103

## B. HOUSING TRENDS

Growth of the Hartford housing stock has exceeded population growth during the past decade. During this period, the average household size in the city increased slightly from 2.77 to 2.78 persons per household, as shown in Table 4. The population increase of 690 people from 2000 to 2010 and the 2.78 average household size indicates that a need for 264 additional housing units was generated. The actual number of housing units of all types added during the same period totals 264. This indicates that a surplus of available housing units is potentially available.

While the percentage of renter-occupied units increased in the past decade, the percentage of owner-occupied units decreased. Even though the percentage decreased, home ownership continues to be an important characteristic of the Hartford community as the percentage of owner-occupied units is still quite high. However, diversity in the housing stock should be encouraged to ensure Hartford maintains affordable housing options for younger families and individuals on a fixed income.

According to the City of Hartford Housing Study, completed in 2016, the median sale price of homes in Hartford between August 2015 and July 2016 was \$176,808. As can be seen in Table 5, home sales in Hartford have typically been in the moderate price range with about 52% of home sales falling between \$125,000 and \$200,000.

**Table 4. City of Hartford Housing Facts  
1980 – 2010**

	1980 : %	1990 : %	2000 : %	2010 : %
<b>Total Housing Units</b>	417 : 100	465 : 100	675 : 100	939 : 100
<b>Owner Occupied</b>	298 : 71.5	333 : 71.6	533 : 79.0	708 : 75.4
<b>Renter Occupied</b>	94 : 22.5	117 : 25.2	128 : 19.0	205 : 21.8
<b>Vacant (and Vacancy Rate)</b>	25 : 6.0	15 : 3.2	14 : 2.0	26 : 2.8
<b>Vacancy Rate, owned units only</b>	NA NA	0.6%	0.4%	1.0%
<b>Vacancy Rate, rental units only</b>	NA NA	0.8%	3.0%	4.6%
<b>Persons per Household</b>	3.1	2.80	2.77	2.78

Source: U.S. Census Bureau

**Table 5. Hartford Home Sale Prices  
August 1, 2015 to July 30, 2016**

<b>Sale Price</b>	<b>Number of Sales</b>	<b>Percent of Sales</b>
Less than \$100,000	8	10.7%
\$100,000 - \$124,999	4	5.3%
\$125,000 - \$149,000	13	17.3%
\$150,000 - \$174,999	10	13.3%
\$175,000 - \$199,999	16	21.3%
\$200,000 – \$224,999	6	8.0%
\$225,000 – \$249,999	7	9.3%
\$250,000 or more	11	14.7%
<b>Total</b>	<b>75</b>	<b>100%</b>

Source: Minnehaha County Equalization; Community Partners Research, Inc.

**C. EMPLOYMENT TRENDS**

As can be seen in Table 6 employment in the “other services” grew by 42 percent from 2000 to 2010, making it the fastest growing area of employment. The trade sector also increased by more than 30 percent during this decade. The civilian labor force increased by 23 percent over the past decade, while the unemployment rate increased slightly.

The Sioux Falls economy is a major factor in the employment statistics of Hartford. Many residents commute the approximately 15 miles to Sioux Falls for employment as can be seen by the average travel time to work for 2010 being 20.7 minutes. It is important that Hartford not become entirely dependent on the Sioux Falls area for employment. The community should encourage the retention and expansion of current businesses while also seeking additional commercial/industrial development.

In 2010, median household income was estimated to be \$54,878. This figure increased to an estimated \$69,773 by 2015. As can be seen in Table 8 there have been major gains in the number of households who have an income of over \$100,000.

**Table 6. Employment**

	<b>2000*</b>	<b>2010**</b>	<b>% Change</b>
Manufacturing	126	113	-10.32%
Construction and Mining	77	86	11.69%
Transportation	73	60	-17.81%
Trade (retail and wholesale)	174	233	33.91%
Finance	168	210	25.0%
Services	354	468	32.2%
Other	64	91	42.19%
<b>Total Employment</b>	<b>1,036</b>	<b>1,261</b>	<b>21.72%</b>

Source: \*U.S. Census Bureau 2000 Decennial Census Summary File 4 Sample Data

\*\*U.S. Census Bureau 2006-2010 American Community Survey 5-Year Estimates

**Table 7. Civilian Labor Force and Unemployment**

	<b>1980</b>	<b>1990</b>	<b>2000</b>	<b>2010</b>
Labor Force	510	697	1,070	1,320
Total Unemployment	16	18	34	59
Unemployment Rate	3.1%	2.6%	3.2%	3.6%
Average Travel Time to Work	17.2 min	21.3 min	21.7 min	20.7 min

Source: U.S. Census Bureau

**Table 8. Hartford Household Income Distribution  
2010 to 2015**

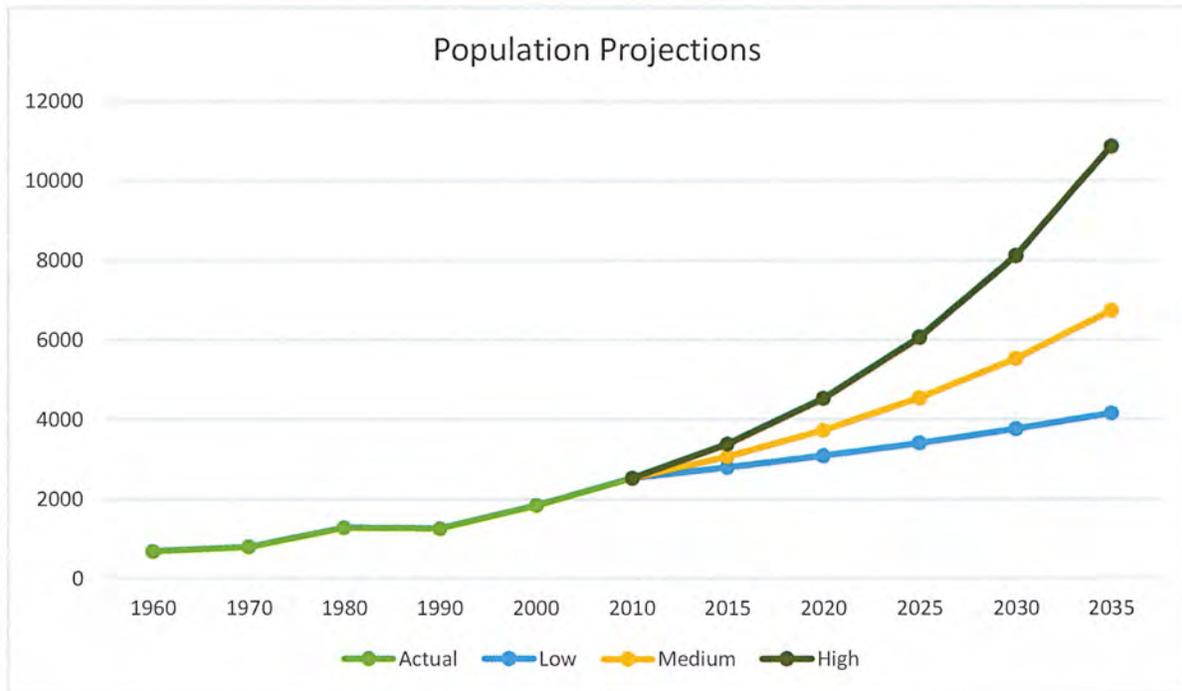
<b>Household Income</b>	<b>Number of Households 2010</b>	<b>Number of Households 2015</b>	<b>Change 2010 to 2015</b>
Less than \$10,000	16	27	+11
\$10,000 - \$14,999	41	10	-31
\$15,000 - \$24,999	93	48	-45
\$25,000 - \$34,999	67	96	+29
\$35,000 - \$49,999	135	139	+4
\$50,000 - \$74,999	185	207	+22
\$75,000 - \$99,999	186	138	-48
\$100,000 - \$149,999	95	231	+136
\$150,000 - \$199,999	11	51	+40
\$200,000 or more	11	27	+16

Source: U.S. Census Bureau 2006-2010 American Community Survey 5-Year Estimates and U.S. Census Bureau 2011-2015 American Community Survey 5-Year Estimates

## D. POPULATION PROJECTIONS

To explore future growth, the City of Hartford desired to forecast a low, moderate, and high growth rate to ensure that they have sufficient plans in place for all future growth. Based on projections through the study period the City of Hartford will have a population between 4,157 and 10,876 by the year 2035.

Year	Actual	Low	Medium	High
1960	688			
1970	800			
1980	1,281			
1990	1,262			
2000	1,844			
2010	2,534	2,534	2,534	2,534
2015		2,798	3,083	3,391
2020		3,089	3,751	4,538
2025		3,410	4,564	6,073
2030		3,765	5,552	8,127
2035		4,157	6,755	10,876



### III. ENVIRONMENTAL CONSTRAINTS

#### A. PHYSICAL GEOGRAPHY

Hartford is located in the southeastern portion of South Dakota. The City is situated on an upland area approximately two miles west of the Skunk Creek Valley. The terrain of the study area includes very gentle slopes in the northwest, gentle to somewhat steep slopes in the east, and gentle to moderate slopes in the south. Hartford is directly north of Interstate 90. The elevation is fairly consistent, ranging from 1600 feet in the northwestern portion of the City to 1550 feet in the southeast.

#### B. DRAINAGE AND FLOOD HAZARDS

Proper drainage ensures that surface and groundwater are properly removed without causing excessive erosion and sedimentation. The eastern half of the study area is relatively well drained, while the western half is not as well drained. The primary source of drainage within the study area is a stream which flows from west to east along the southern portion of Hartford. Small, intermittent tributaries extend north and south of the creek, draining the adjacent uplands.

To better understand the implications of a potential flood hazard, a map indicating such hazards is included in this Comprehensive Plan. This map is referenced as **Map 1**.

#### C. SOILS

The soils in the Hartford study area are generally suitable for development. However, their engineering properties present some limitations for urban development. Soil types found in many areas have moderate or severe limitations for various aspects of development including roads and streets, and dwellings with basements. These limitations are largely due to the following characteristics:

1. water table
2. hydric soil
3. shrink-swell
4. shallow depth to rock
5. steep slopes

While these limitations do not rule out development, they do require compensating construction techniques and soil modification. On site investigation of a potential development area is necessary to determine the suitability of such soil composition. The severe soil development limitations of the Hartford area are shown on **Map 2**.

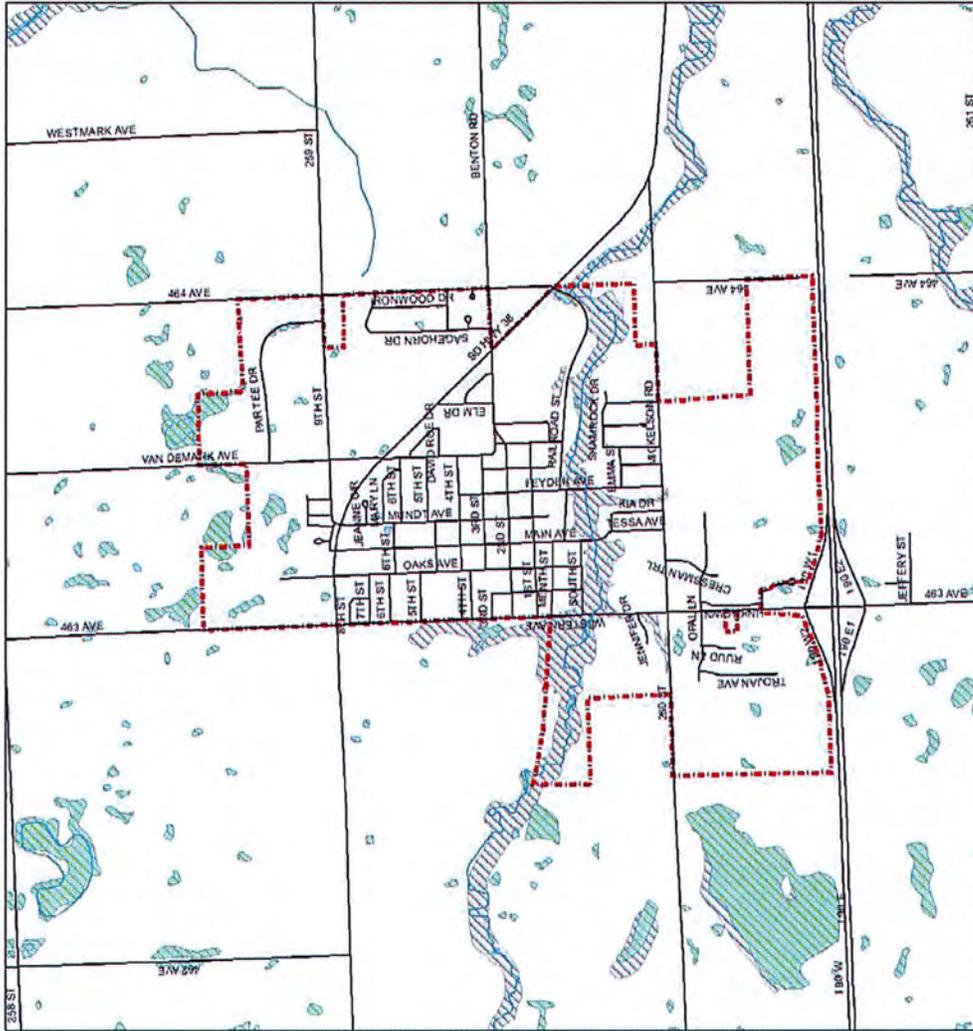
# Environmental Constraints

City of Hartford

Map 1

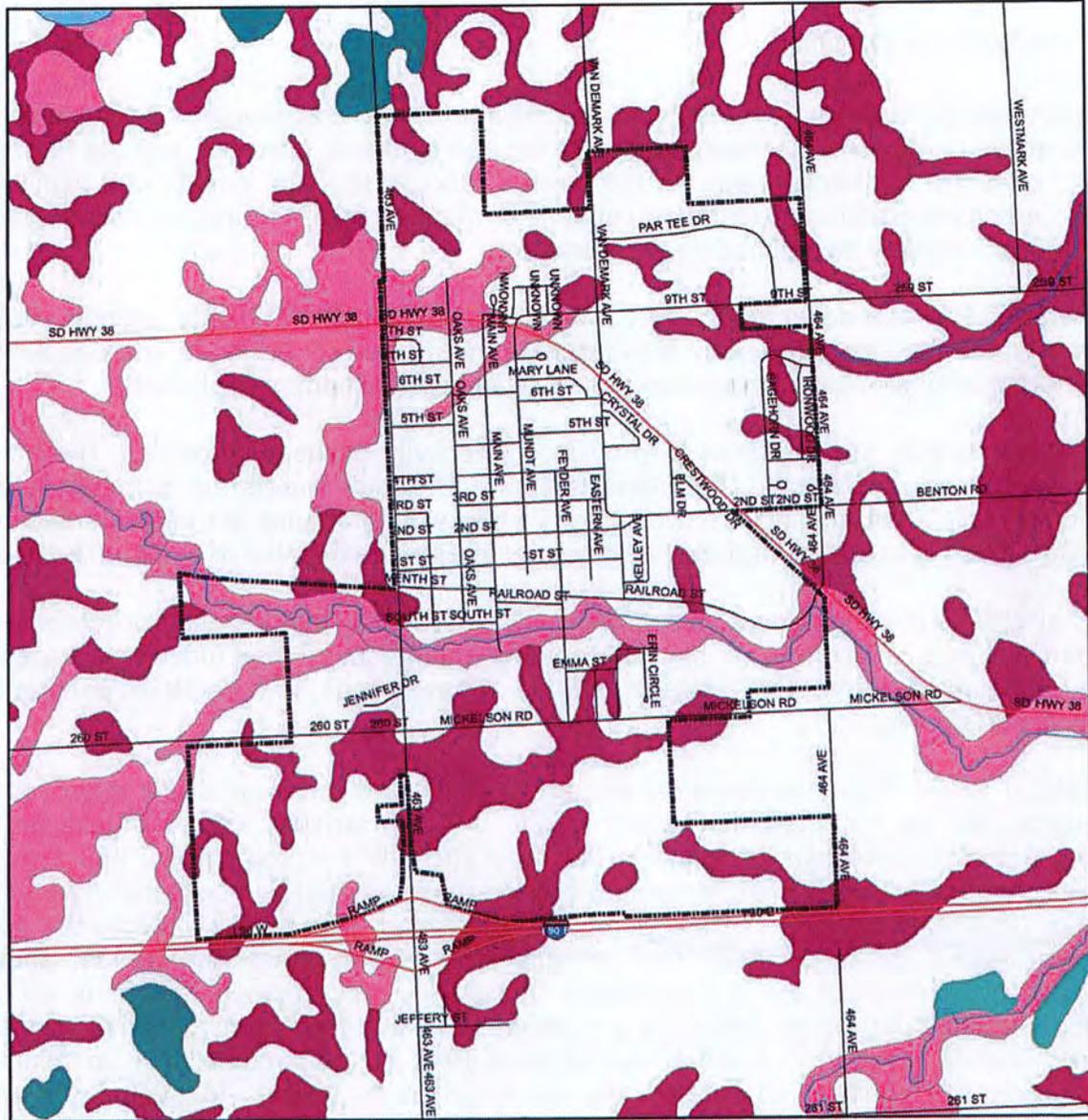


Limit not stated. This information has been prepared from sources we believe to be reliable, but we do not warrant its accuracy. This map does not constitute the need for an onsite investigation.



- Legend**
- Floodplain
  - Wetlands
  - Creeks, Rivers & Lakes
  - Roads
  - City Limits

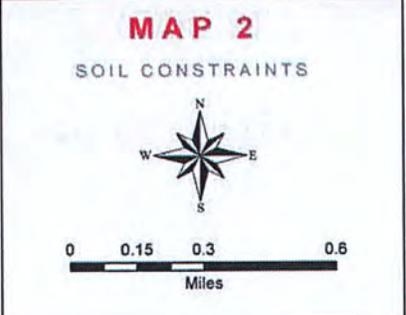




Soils data provided by the Natural Resources Conservation Service  
 Hydrology provided by the US Census Bureau's TIGER/line data  
 All other data supplied by SECOG

This information has been served from sources we believe to be reliable, however, we do not guarantee the accuracy of the information contained herein. This map does not eliminate the need for on site investigation

*This map was compiled by  
 South Eastern Council of Governments*



- ### HARTFORD SOUTH DAKOTA
- GRAVEL/S AND PITS
  - HIGH CLAY AND WATER TABLE
  - HIGH FLOODING POTENTIAL
  - HYDRIC
  - SHRINK-SWELL
  - STEEP SLOPE
  - STEEP
  - INTERSTATES AND HIGHWAYS
  - ROADS
  - CREEKS & RIVERS
  - LAKES
  - City limits

## IV. INFRASTRUCTURE ASSESSMENT

### A. TRANSPORTATION

Street and highway improvements are a critical planning consideration because of the interactive relationship between transportation and land use. Location choices for many land uses are frequently made on the basis of access to major streets and highways. Without consideration for adequate capacity or maintenance, the transportation system cannot adequately accommodate development.

Arterial streets are designed to carry a large volume of traffic at higher speeds. Within the city, the function of arterials is to facilitate the movement of goods and people with few obstructions. These streets are generally adjacent to commercial uses.

Collector streets are designed to provide connectivity between arterials. They allow local traffic an access onto the arterial system. Collector streets are normally spaced one-half mile apart and include two lanes of traffic with turn lanes at major intersections, limited on-street parking, and may be adjacent to either residential or commercial uses.

Local streets provide access from low-density residential developments to collector or arterial streets. There are no spacing requirements because their function is based on development patterns. Local streets operate at low speeds, with on-street parking and few traffic signals.

A Major Street Plan includes a list of current and future road and street improvement projects for the transportation needs of the City of Hartford. Added details on the programed projects can be found in the most recently adopted Capital Improvement Plan. The Major Street Plan, showing projected future arterial and collector streets, has been developed as a part of the Comprehensive Plan (**see Map 3**). While the Major Street Plan focuses on preserving adequate right-of-way for future roads, another important element of the transportation network is the continual maintenance and reconstruction of existing streets. It is recommended that the Planning Commission and City Council review the Capital Improvement Plan on an annual basis to minimize transportation conflicts associated with construction as well as to budget for future projects.

## **Streets Capital Improvement Plan**

- 2018** Mickelson Road – Patrick Avenue to Highway 38
- 2019** 6<sup>th</sup> Street Improvements – Mundt Avenue to Vandemark Avenue
- 2020** Vandemark Avenue – Highway 38 to City Limits
- 2021** Western Avenue – Mickelson Road to Interstate 29

## **Future Projects (Not Prioritized)**

Future Street Connection from Mickelson Road to Railroad Street

Ironwood – Sagehorn to Fariway Lane

Elm Road – Highway 38 to 2<sup>nd</sup> Street

4<sup>th</sup> Avenue – Western Avenue to Oaks Avenue

Kelly Avenue – 2<sup>nd</sup> Street to Vandemark Avenue

Menth Street – Western Avenue to Main Avenue including Kingsbury

Railroad Street – Main Avenue to Highway 38



## **B. WATER FACILITIES**

A report on Water System Improvements for the City of Hartford was completed in June of 1999 to investigate present and future water system needs. In December of 2015, a Water Distribution Hydraulic Model and Analysis was completed for the City of Hartford to provide an updated analysis of the present and future system needs. The goals of the model were to determine working pressures and fire flows of the existing system, project future working pressure and fire flows, and make recommendations for improvements to the system.

The analysis concluded that the current system is operating within acceptable ranges of pressures. All residential areas meet the current fire flow requirements. Typical commercial and industrial fire flows range from 2,000 to 3,500 gallons per minute (gpm). Currently there is 2,500 gpm available near I-90 and along Highway 38. 3,500 gpm is available north of Mickelson Road and East of Western Avenue. There is currently one 500,000 gallon water tower for storage. The required storage at the time of the study was 325,000 gallons. In the year 2036, the total desired storage is projected to be 630,000 gallons.

Three recommendations made in the Water Distribution Hydraulic Model and Analysis were as follows:

- 1) Looping of oversized water mains is recommended to help facilitate growth in the City. In general, 12-in mains are sufficient to supply 3,500 gpm of fire flow. 16-in mains should be used near I-90 to facilitate growth south of the interstate as it is anticipated water main construction under I-90 will be limited. This will result in inadequate looping during development.
- 2) Currently, Par-Tee Drive has the lowest system pressures ranging from 41-45 psi during the peak hour simulation. Future looping between Oaks and Vandemark Avenue will alleviate potential pressure issues and ensure adequate fire flow. Future development areas of concern potential low system pressure northwest of the water tower, definite high system pressures along 465<sup>th</sup> Avenue near Highway 38, and definite high system pressures along 465<sup>th</sup> Avenue near 464<sup>th</sup> Avenue south of I-90.
- 3) The current storage of 500,000 gallons is sufficient until the city population reaches 4,800. At the current projected growth rate of 3.33%, this will occur in 2029.

In addition to the recommendations made by the Water Distribution Hydraulic Model and Analysis for the City of Hartford, a Future Pipe Diameter Map was developed as a guide for future water system expansion and improvements.

### C. WASTEWATER FACILITIES

A Facility Plan for Wastewater Collection and Treatment was completed for the City of Hartford in 2017. The purpose of the study was to comprehensively look at the current wastewater collection and treatment systems and identify deficiencies in the system based on the South Dakota Design Criteria Manual as well as proposing long term treatment options for the City.

Several conclusions were derived in the Facility Plan. Among those conclusions are as follows:

- 1) Growth in Hartford is starting toward the east, but elevations of the existing sanitary sewer collection system will not allow further expansion in that direction due to existing topography. If Hartford, is going to continue to grow in this area, improvements to the existing collection system are necessary.
- 2) The South Dakota Design Criteria Manual was used to evaluate the maximum allowable infiltration rate for Hartford. The calculated maximum allowable infiltration rate for the existing system was 10,758 gpd. The average infiltration rate of the current system based on data from 2010 through 2016 was determined to be 61,901 gpd.
- 3) The existing treatment system is not currently overloaded, but may become overloaded within 10-20 years. Furthermore, during wet years there is potential for issues which will worsen as the population grows.
- 4) Hartford's current discharge permit is expired, but operation under that permit is still authorized. It does not appear that the SD DENR expects the discharge limits to change much if at all except for required monitoring of phosphorous and nitrates. Previous conversations with the SD DENR indicate that phosphorous and nitrate limits are expected to be implemented within the next decade. Any future wastewater treatment improvements should include provisions to add additional treatment processes for nutrient removal.

After the conclusions were made about the existing wastewater facilities. Alternatives for improvements to the wastewater collection system and treatment system were developed and analyzed. The following are the alternatives recommended for implementation:

- 1) Collection Alternative 2 "Southeast Growth Area" is recommended for implementation, and is planned for 2017 and 2018 construction. This alternative includes adding a lift station, force main, and collection line on Mickelson Road.
- 2) Collection Alternative 3 "Mundt Avenue – 4<sup>th</sup> Street to 6<sup>th</sup> Street" is recommend for implementation in the future. This alternative includes

replacing VCP sanitary sewer mains and services with PVC to reduce the amount of infiltration.

- 3) Collection Alternative 4 “Continue to Replace VCP and Reduce I&I” is recommended for implementation in the future. This alternative includes budgeting and planning for the replacement of all remaining VCP pipe to reduce the amount of infiltration.
- 4) Treatment Alternative 2 “Investigate Treatment Difficulties” is recommended for implementation. This alternative includes further testing of influent at the treatment facility, sludge in the ponds, and investigating changes to the treatment facility operation to increase efficiency and meet discharge requirements.

Treatment Alternative 3 “Acquire Land for Future Treatment Facility” is recommended for implementation. This alternative includes planning for a future treatment facility because the current facility does not have space for additional ponds or modifications necessary to meet future nutrient removal requirements. The City should pursue acquiring land for the facility, east or southeast of the existing facility to reduce or eliminate the need for lift stations.

## **V. SCHOOL PLANS AND PROJECTIONS**

### **A. SCHOOL FACILITIES**

The West Central School District services the cities of Hartford and Humboldt. Four facilities make up the West Central School District. There are two elementary school facilities, one in Hartford and one located in Humboldt. Both the middle and high schools are located in Hartford. The district lies in Minnehaha County and the southeastern edge of McCook County.

According to the school district it is estimated that there is currently enough space in the elementary schools to accommodate about 10 years of growth as they have the space to add one classroom for each grade between Pre-Kindergarten and 5<sup>th</sup> grade. The middle/high school would likely have to consider the addition of a wing to accommodate growth before the 10-year time frame. However, there is enough land at the existing school to accommodate an addition without the need to acquire more land or move.

### **B. GENERAL INFORMATION AND FUTURE ISSUES**

- The average bus ride for students is approximately 30 minutes
- Current enrollment is 1,375 students
  - < Enrollment is expected to rise over the next 20 years

## VI. PARK AND OPEN SPACE INVENTORY AND NEEDS INVENTORY

### A. CURRENT AND FUTURE PARK NEEDS

Neighborhood parks are generally between five and ten acres in size. The effective service area of neighborhood parks is one mile, depending on location, facilities, and accessibility. School/park sites also serve as neighborhood parks and include playground equipment in addition to play fields, parking lots, and multi-use paved areas for court games.

Community parks, because of their larger size, provide a much wider range of activities and facilities than neighborhood parks. The land area requirements generally range from 20 to 40 acres. Specialized facilities such as swimming pools, picnic areas, and athletic complexes can be accommodated in community parks. Community parks that should be provided include areas for passive uses, nature conservation, pools and aquatic centers, and athletic fields. Each of these four types of uses might include other uses such as neighborhood playground space, but generally larger parks will focus on one major type of activity.

Conservation and nature areas are specialized locations which preserve wildlife habitat, woodlands, and wetlands through open space development. Most commonly developed along the stream corridors and natural drainageways are linear parts or greenways which provide variety of recreational opportunities to adjacent neighborhoods. These activities easily accommodate the development of a bike trail system.

The parks and open spaces on the Parks and Open Space Map (**Map 4**) identify existing park facilities. Future park facilities should bring nearly all residential development within the service area of both neighborhood parks and community parks. The specific improvements provided within a park facility should be tailored to meet the needs of the nearby population that it will primarily serve. Where feasible, proposed parks sites are integrated with future elementary school sites to permit joint use of facilities. In addition, potential combinations of detention pond sites and neighborhood parks should be reviewed wherever feasible to allow more efficient land utilization and consolidation of maintenance costs.

If new parks are to be provided at reasonable cost and in proper locations, it is essential that park land acquisition take place prior to residential development. Integration of park and school sites will likewise be feasible only if land acquisition occurs well ahead of residential development.



## VII. NEIGHBORHOOD CONSERVATION IDENTIFICATION

Blighted neighborhoods tend to grow into adjacent areas and invite additional deterioration. Visual deterioration gives the impression that nobody cares, creating an atmosphere which fosters crime, antisocial activities, and further blight. Declining neighborhoods demand additional health, social, and public safety services, weaken the tax base, and make activities to promote new economic development in the city more difficult.

Strategies to strengthen and preserve the older residential neighborhoods will maintain the supply of safe, decent, affordable homes and limit the need for costly increases in public services and avoid the need for dramatic revitalization programs. The goals of affordability, variety, safety, and preservation are emphasized.

**1. Land Use.** Zoning changes to allow multifamily or commercial land uses into older neighborhoods should be carefully analyzed. Conservation of single-family homes is encouraged. Commercial uses are ideally limited to business which service the neighborhood needs and that have minimal impact on adjacent properties.

**2. Infrastructure.** Streets, utilities, and public facilities should be maintained and improved on an ongoing basis. Schools and parks contribute to neighborhood stability, and should set an example for residential areas in terms of maintenance and appearance. Parks near or within the city's south and west conservation areas will help stabilize and improve the appearance and image of the area.

**3. Property Maintenance.** Inspections and enforcement of building and zoning codes, and effective nuisance abatement activities help prevent neighborhood decline. Other activities include Fire Department inspection of apartment units and enforcement of health code requirements. Legal assistance through the City Attorney's office is a key component for the effectiveness of these activities.

**4. Special Programs.** A public program geared towards neighborhood conservation areas can be implemented, utilizing volunteers, city personnel and equipment to help maintain environmental conditions and provide assistance in cleaning up targeted older residential areas.

## VIII. LAND USE PLAN

### A. EVALUATION OF LAND USE IN RURAL MINNEHAHA COUNTY

The rural area of Minnehaha County is dominated by agricultural uses. However, a great deal of rural residential structures (hobby farms, rural subdivisions) have been constructed over the past 30 years. A land-use dilemma is the rural/urban fringe area along and near the city-limits of Hartford. A common goal of the Minnehaha County Planning Commission and all Minnehaha County cities is to cooperate near all city limit boundaries.

### B. EVALUATION OF URBAN LAND USE IN HARTFORD

To simplify preparation of this plan, land uses have been grouped into nine categories for Hartford:

(1) Industrial includes light manufacturing, warehouses and other similar uses.

(2) Commercial includes retail businesses, offices, etc.

(3) Mixed-Use includes lots that have been developed with commercial space on the lower level and multi-family residential above.

(4) Residential includes single-family, residential, duplexes.

(5) Multi-Family Residential includes all apartments.

(6) Manufactured Housing includes all manufactured housing in manufactured housing parks.

(7) Institutional includes schools, churches, government offices, power substations, water/wastewater treatment facilities and similar uses.

(8) Parks, Recreation, and Open Space includes parks and athletic fields. Also included are areas that should be protected from development to facilitate movement of flood water and runoff. Some types of development may be appropriate for such areas, as long as the development does not dramatically increase the incidence or severity of flood or drainage problems.

(9) Vacant includes land not yet developed for one of the other seven uses. Also included are areas that provide farming and agriculturally related uses.

Hartford contains 1,391 acres. Map 5 is a physical land use inventory that was prepared by SECOG in 2017. Table 9 contains the estimated area in each land use category. The primary purpose of this map is to illustrate the overall pattern of development in Hartford.

Some key aspects of the existing land use pattern include:

- Single-family residential is the primary land use in the community followed closely by parks and open space.
- Commercial uses are located mainly in three nodes in the community: The Interstate-29 exit, the traditional downtown, and a corridor along Highway 38.
- Distribution of vacant land suggest development can occur in the south and the north areas of the community.

**Table 9: Area by Land Use (2017)**

	<b>Acres</b>	<b>% Total</b>
Single-Family Residential	295	21.21%
Multi-Family Residential	27	1.94%
Manufactured Housing	16	1.15%
Institutional	151	10.86%
Mixed-Use	2	0.14%
Commercial	38	2.73%
Industrial	26	1.87%
Park/Open Space	250	17.97%
Vacant	586	42.13%
Total Acres	1,391	100%

### Land Use Plan Map

The Land Use Plan map (see Map 6) shows the preferred land use for all property in Hartford. Further, this map lays the foundation for land use controls that are used by the City to implement the Comprehensive Plan. A review of the population projections and land use consumption needs should be reviewed every five years to ensure enough land is available for anticipated land use needs. The estimated land area contained in each category is shown in Table 10.

**Table 10: Anticipated Land Use Calculations**

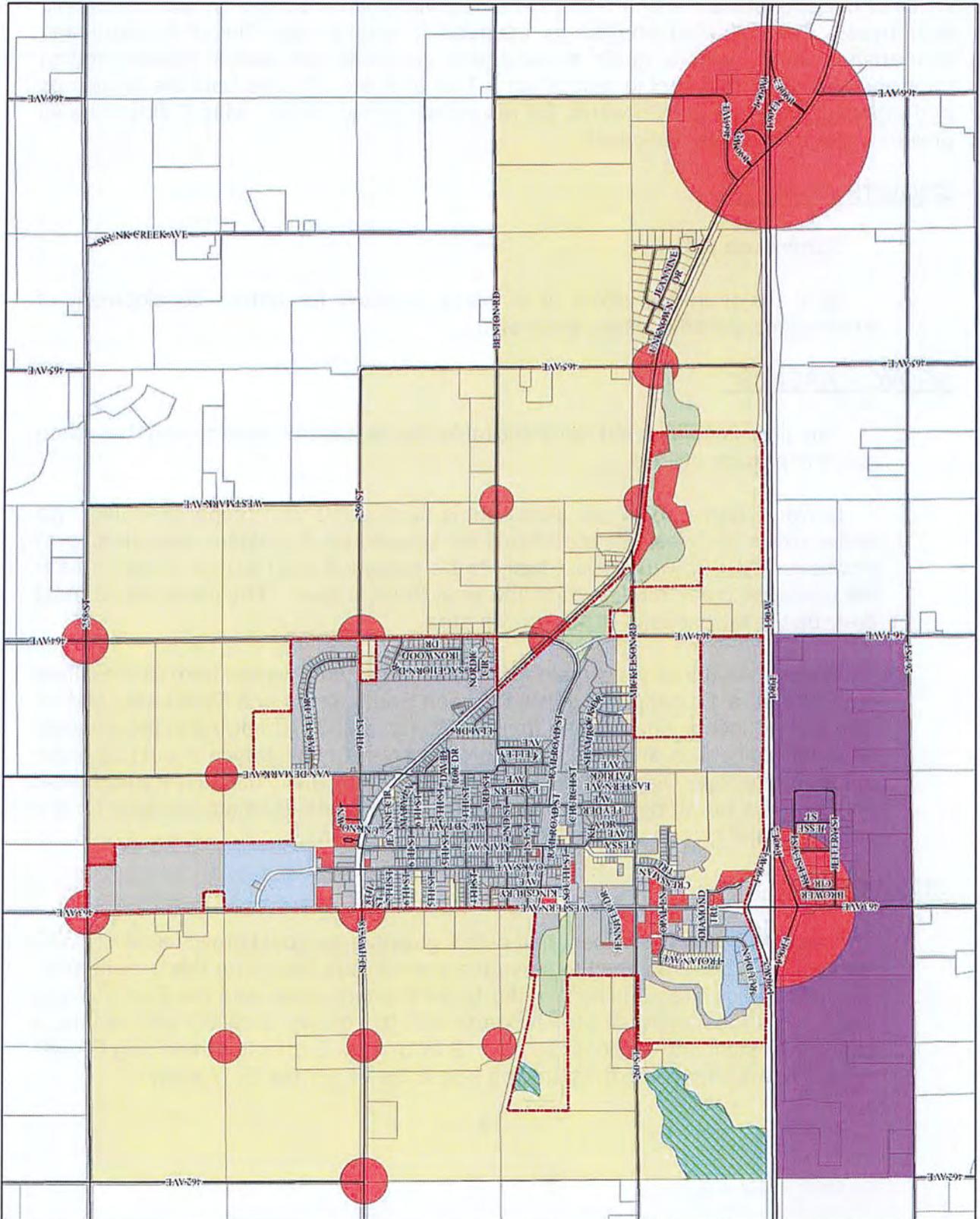
	<b>Acres</b>	<b>% Total</b>
Residential	3,585	63.74%
Commercial	565	10.05%
Light Industrial	70	1.25%
Heavy Industrial	545	9.69%
Park/Open Space	81	1.44%
Current Land Use	778	13.83%
Total Acres	5,624	100%



# Map 6 Future Land Use

Hartford Comprehensive Plan

- Future Land Use**
- Current Land Use
  - Commercial
  - Heavy Industrial
  - Light Industrial
  - Parks/Open Space
  - Residential
  - Water
- Other Features**
- City Limits (2017)
  - Area Parcels
  - Roads



## IX. GROWTH AREA ANALYSIS

The costs of extending water and sewer services are the primary considerations in designating future growth. However, other factors must also be considered which includes capacity of the transportation system, environmental suitability, and compatible land uses. The following analysis is intended to provide the City of Hartford and Minnehaha County with a guide to land use decisions and direct implementation through subdivision and zoning regulations. This analysis provides both the *limitations and potential* for future growth within the respective growth areas. **Map 7** illustrates all growth areas by the letter indicated.

### GROWTH AREA “A”

1. Current use plan
2. Most major infrastructure is in place to allow for further development of subdivisions currently under expansion.

### GROWTH AREA “B”

1. This area is considered most desirable due to ease of development based on ability to provide utilities.
2. Sewer – Some challenge exists but is serviceable with proper planning. No sewer exists on Western, but should be considered if Western Avenue is ever reconstructed. Sewer is most likely to be extended west across Western near the unnamed creek running east and west through town. The creek would most likely be the lowest point of this growth area.
3. Water – An 8 inch watermain exists along Western Avenue from South Street to 9<sup>th</sup> Street, a 12 inch main exists between South Street and Opal Lane, and 12 inch and 16 inch mains existing from 9<sup>th</sup> Street to 258<sup>th</sup> Street. All of these would allow for connection and serving the growth area. Consideration should be given to the Future Pipe Diameter Map in the 2015 Water Distribution Hydraulic Model and Analysis for sizing and layout of mains to provide optimum capacity for fire protection and growth and to eliminate dead end mains.

### GROWTH AREA “C”

1. Sewer – Sewer in the west half of this growth area could gravity flow. Two lift stations have been planned to serve the two sanitary basins for this growth area. The two basins are identified as the North Primary Basin and the East Primary Basin. It is most important to recognize that this growth area will also require a sanitary lift station to be constructed in Growth Area E prior to developing Growth Area C to accommodate the pumping sequence as per the 2017 study.

2. Water – There is a 16 inch watermain along 258<sup>th</sup> Street between Western Avenue and 464<sup>th</sup> Avenue which would allow for connection and serving the growth area. Consideration should be given to the Future Pipe Diameter Map in the 2015 Water Distribution Hydraulic Model and Analysis for sizing and layout of mains to provide optimum capacity for fire protection and growth and to eliminate dead end mains.

#### **GROWTH AREA “D”**

1. Sewer – No sewer currently exist in this area. Sewer is available north of the interstate. Would require a utility crossing of Interstate 90. A new lift station has been identified to be generally located on the east side of Growth Area D.
2. Water – Would require a utility crossing of Interstate 90. There exist a 12 inch main on Mickelson that may possibly be extended south, if development does not close it in. There also exists a 12” main on Rudd Lane that could be tapped and extended south across I-90. Consideration should be given to the Future Pipe Diameter Map in the 2015 Water Distribution Hydraulic Model and Analysis for sizing and layout of mains to provide optimum capacity for fire protection and growth and to eliminate dead end mains.

#### **GROWTH AREA “E”**

1. Sewer – A temporary lift station is planned for construction in the west side of this growth area near the intersection of Mickelson Road and Highway 38. This lift station will be able to serve the west portion of the Growth Area. This lift station would also be used to transfer wastewater from the Growth Area C, which contains two sanitary basins. A larger lift station would need to be constructed farther south and east to allow for development in the remaining portions of Growth Area E. The 2017 Facilities plan also recommended acquiring land for a new treatment facility in Growth Area E. If the treatment facility was relocated to the east portion of the growth area, it could potentially eliminate the need for future lift stations.
2. Water – A planned construction project will extend 12 inch water main across Highway 38 on Mickelson Road. The 12 inch main could be extended east along Highway 38 to serve other portions of Growth Area E. Consideration should be given to the Future Pipe Diameter Map in the 2015 Water Distribution Hydraulic Model and Analysis for sizing and layout of mains to provide optimum capacity for fire protection and growth and to eliminate dead end mains.

## **REFERENCES**

1. Facility Plan for Wastewater Collection & Treatment - May 2017 by Stockwell Engineers, Inc.
2. Water Distribution Hydraulic Model – December 2015 by Stockwell Engineers, Inc.
3. Comprehensive Plan 2006-2026 by SECOG
4. City of Hartford Sanitary Sewer Map
5. City of Hartford Watermain Distribution Map

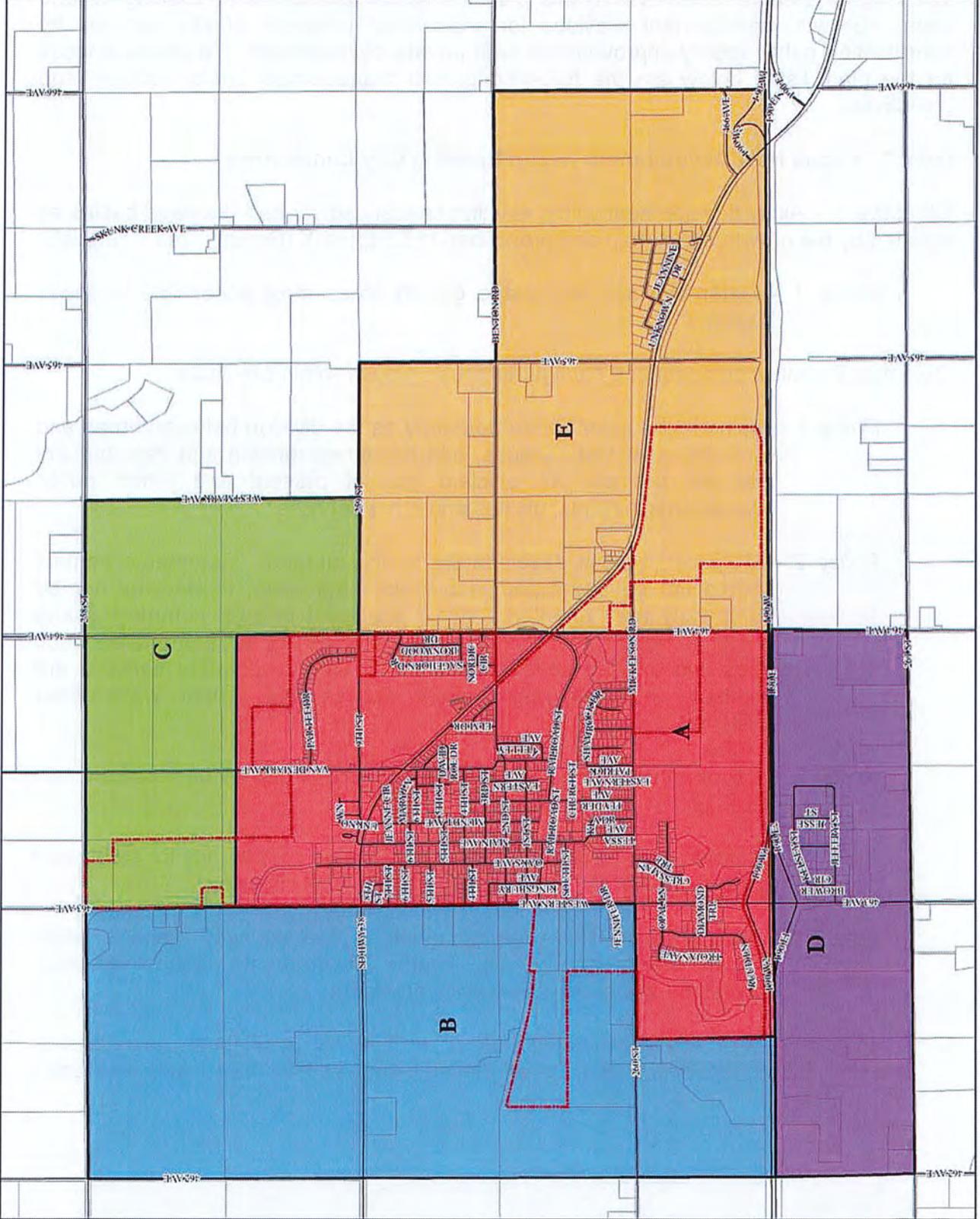
# Map 7 Growth Areas

Hartford Comprehensive Plan

## Growth Areas

- Zone**
- Growth Area A
  - Growth Area B
  - Growth Area C
  - Growth Area D
  - Growth Area E

- Other Features**
- City Limits (2017)
  - Roads
  - Area Parcels



# **X. PLANNING POLICY FRAMEWORK**

## **A. GROWTH MANAGEMENT STRATEGY**

The City of Hartford details within this plan the types, locations and phasing of land uses. Growth management provides for economical provision of city services by coordinating public facility improvements with private development. To create a focus for the plan, listed below are the following growth management goals, policies, and objectives.

### **Goal 1. Focus New Development within Existing City Limits Area**

Objective 1 – Allow development within existing sanitary sewer and drainage basins as detailed by the growth areas map and prescribed in Chapter IX (Growth Area Analysis).

*Policy 1* – Determine and encourage growth areas most accessible to sewer hookups.

Objective 2 – Allow compact and contiguous urban growth within city-limits.

*Policy 1* – Maintain the growth area boundary as the division between urban and rural densities and services, and encourage growth and development that will promote an efficient use of present and future public investments in roads, utilities and other services.

*Policy 2* – Strip commercial development is discouraged. Commerce centers should not be developed in a linear strip along a roadway nor be completely auto oriented. Avoid scattered or strip commercial and industrial development outside the urban service area and direct such uses into existing developed locations where adequate services are available including major street access and proper water/sewer systems.

*Policy 3* – Require that properties served by municipal utilities be located within the City.

*Policy 4* – Maintain an addressing system that creates consistency for safety and convenience of businesses, visitors and local citizens.

*Policy 5* – Establish an area-wide approach to cooperatively manage future growth including city and county governments, school districts, townships and other public utility providers.

*Policy 6* – For newly developing areas, transitional uses (such as offices or commercial uses) should develop between industrial and residential

uses. In redeveloping areas, lesser setbacks may be acceptable due to the existing conditions, as long as industrial zoning does not get closer to existing residential uses.

*Policy 7* – Commerce Centers should develop as compact clusters or hubs with appropriate site design features to accommodate shared parking, ease of pedestrian movement, minimize impacts on adjacent areas, and possess a unique character.

Objective 3 – Enhance the character, identity and historic preservation of the community.

*Policy 1* – Guide new development with urban design amenities that enhance community aesthetics and local identity.

*Policy 2* – Protect historic dwellings and other architecturally significant buildings from incompatible development and encourage rehabilitation and reuse for the redevelopment of historic buildings.

*Policy 3* – Encourage downtown revitalization.

## **Goal 2. Direct New Growth Into Designated Future Growth Areas**

Objective 1 – Establish development patterns/requirements for each of the described Growth Areas.

*Policy 1* – Review and revise, on an as needed basis, those specific development patterns established under Chapter IX – Growth Area Analysis.

## **Goal 3. Construct and Upgrade the Major Street System to Handle New Growth**

Objective 1 – Enhance the current road system to provide optimum traffic mobility.

*Policy 1* – Because road reconstructions, resurfacings and other related projects are funded by a limited budget, it is incumbent upon the City Council to evaluate the need for various improvements and appropriate annual funds accordingly.

*Policy 2* – Collector street development is the responsibility of the developer.

*Policy 3* – Adopt a developer agreement to facilitate construction and formalize the developer's obligation to provide specified facilities.

Objective 2 – Minimize ingress and egress onto major roadways.

*Policy 1* – Utilize driveway access points off of local roads rather than arterials whenever feasible so as to alleviate congestion from heavily traveled roads.

Objective 3 – Complete projects to enhance the safety of the transportation system.

*Policy 1* – Develop sidewalks in all areas of town to create safe neighborhoods by requiring developers to construct or assess landowners at the directive of the City.

#### **Goal 4. Improve Community Services for All Residents of Hartford**

Objective 1 – Improve public services and buildings.

*Policy 1* – Promote continuous review and updating of the city's Capital Improvement Plan.

Objective 2 – Improve park and recreation opportunities for all citizens.

*Policy 1* – Expand the existing bike path with consideration toward connection with the Sioux Falls system.

*Policy 2* – Promote the planting of trees within city limits.

*Policy 3* – Develop and Maintain a sports complex/park area.

*Policy 4* – Increase the number of youth activities offered by the City.

#### **Goal 5. Preserve the Function and Character of the Rural Area**

Objective 1 – Encourage agriculture to remain the dominant land use activity.

*Policy 1* – Only agricultural uses will be allowed in the City's agricultural zones.

Objective 2 – Discourage scattered residential, commercial or industrial development.

*Policy 1* – Work with Minnehaha County to ensure all proposed development within Hartford's growth areas are annexed and serviced with municipal utilities.

*Policy 2* – Discourage rezoning until municipal utilities are available.

## **XI. PLANNING STRATEGY**

The City of Hartford has committed to shape the future of the community to enhance economic development and maintain a high quality of life for all citizens of the community. The following goals, objective, and policies will guide the planning commission and city council and are the basis for enforcement of their zoning and subdivision ordinances.

### Goal 1. Ensure the Health and Safety of Citizens

#### Objective 1 - Separate structures for health and safety

- |          |  |
|----------|--|
| Policy 1 | Require all buildings meet IBC minimum fire resistance standards through either a separation requirement or building code standard |
| Policy 2 | Ensure buildings and structures do not encroach on residential building air space  |

#### Objective 2 - Design lots and blocks to emphasize cost efficiency and community values

- |          |   |
|----------|---|
| Policy 1 | Require that the city's consulting engineer reviews the utility plans before a plat is approved |
| Policy 2 | Review the lot and block designs based upon subdivision design standards                        |

#### Objective 3 - All streets need adequate visibility at intersections and driveways

- |          |   |
|----------|---|
| Policy 1 | Ensure adequate visibility at intersections and driveways by ensuring structures do not obstruct the view of intersecting traffic |
|----------|---|

#### Objective 4 - Design local streets to emphasize land access and safety

- |          |   |
|----------|---|
| Policy 1 | Design residential streets with no more than 37 feet pavement width |
|----------|---|

#### Objective 5 - Design major streets to emphasize mobility, safety, and adequate off-street parking

- Policy 1      Ensure single-family developments and other low intensity uses have driveway access off local or collector streets and not off major arterial streets

Goal 2. Protect Natural Resources

Objective 1 - Retain runoff with open natural drainage systems

- Policy 1      Utilize open space such as parks or backyards to help naturally drain new developments
- Policy 2      Complete drainage basin plans ahead of development

Objective 2 - Create greenways and linear open spaces within floodplain areas

- Policy 1      Maintain floodplains for open space, recreation areas and bike path opportunities
- Policy 2      Do not allow development to encroach upon a floodplain

Objective 3 - Design around significant wetlands

- Policy 1      Preserve wetland areas as a part of drainage systems and park system where possible

Objective 4 - Do not allow development on steep slopes

Objective 5 - Limit development in areas with poor soils and high water table

- Policy 1      Do not allow high intensity development into the floodplain-conservation district
- Policy 2      Require further investigation for new development to occur in areas with severe soils

Goal 3. Enhance the Visual Quality of the Community

Objective 1 - Separate heavy industrial and residential uses

- Policy 1      Do not allow single-family residential housing areas to infringe                      within the area of the proposed industrial park

- Policy 2 Create buffer zones with other uses such as commercial or multi-family zones

Objective 2 - Soften the look of all uses to enhance the community's image as an attractive place

- Policy 1 Institute appropriate landscape regulations for all uses including landscaped front yard setbacks and parking lot landscaping
- Policy 2 Encourage development to comply with the land use location and design criteria located in Appendix 1
- Policy 3 Front and rear yard setbacks will provide reasonable separation for residential living

Objective 3 - Create a transition from commercial to residential areas

- Policy 1 Require the use of berms, fences, and additional setback as measures to create an appropriate transition to single-family uses

Objective 4 - Encourage the appropriate siting and concentration of uses and structures that can clutter the landscape

- Policy 1 Create a manufactured housing zoning district regulation to create separation and buffering from incompatible housing units
- Policy 2 Add telecommunication tower regulations to ensure the appropriate placement and mitigate negative visual features
- Policy 3 Allow appropriate fences that do not obscure peoples view
- Policy 4 Allow signs of an appropriate size relative to the lot size and limit the number
- Policy 5 Allow accessory buildings in a rear yard location with appropriate setbacks
- Policy 6 Require the appropriate siting of adult uses
- Policy 7 Allow home occupations that do not disturb the residential nature of the area

## **XII. PLAN IMPLEMENTATION**

The best possible way to implement a comprehensive plan is to utilize all of the administrative tools available in order to influence development in a positive manner. There are many tools which can be utilized, including zoning regulations, subdivision regulations, policy plans, capital improvements plans, annexation studies, and well rounded community involvement.

Local Governing and Advisory Boards. The key players in the implementation of a Comprehensive Plan are the Planning Commission and the City Council. It is the duty of the governing body of Hartford to encourage progress by utilizing all of the tools available, so that orderly growth and development can take place. With public input, the Planning and Zoning Commission and the City Council can create a balance between industry, commerce, and housing, and can utilize all of the resources available to facilitate civic improvement.

Local Regulatory Tools. Perhaps the most widely utilized administrative tools are the Zoning and Subdivision regulations. It is essential to revise either or both of these documents when they conflict with the Comprehensive Plan. It is especially important to create a cooperative agreement between Minnehaha County and the City of Hartford to insure the Hartford urban growth area is developed as the Comprehensive Plan recommends.

Annexation. If the orderly growth of Hartford is to continue over the planning period, it is essential the city continue an active annexation program. The boundaries for providing municipal services should generally coincide with the corporate limits. Areas designated by the land use plan as future growth areas of the city should be annexed in advance of major development as should existing rural subdivisions which lie adjacent to the city. This policy will assure that sufficient development land to accommodate the future growth of the urban areas is maintained.

Capital Improvements Planning. The purpose of capital improvements planning is to provide local government officials with a guide for budgeting for major improvements that will benefit the community. Before future development can be considered, the City must review current infrastructure and identify any deficiencies that need to be corrected prior to the development. It is the intention of the City to upgrade a portion of existing utilities and transportation routes on an annual, ongoing basis. Information within the Comprehensive Plan will be utilized in constructing the Hartford capital improvement plan.

# APPENDIX 1

## Land Use Location and Design Criteria

### Residential

#### Low density (3 to 6 units/acre)

- \*Access to local street system-avoid direct access to arterial streets
- \*Convenient to neighborhood school, park, and commercial services
- \*Avoid environmentally sensitive areas such as wetlands and drainageways

#### Medium density (6 to 16 units/acre)

- \*Access to major street system
- \*Well designed transition to adjacent land uses
- \*Provision of usable open space based on project size
- \*Transition between low density neighborhood and major streets
- \*Adjacent to neighborhood commercial center

#### High density (16 to 40 units/acre)

- \*Adjacent to principal arterials near major commercial, institutional, or employment centers
- \*Well designed transition to adjacent land use
- \*Provision of usable open space based on project size

### Commercial

#### Highway oriented and regional centers

- \*Adjacent to major streets and regional highways
- \*Controlled access to arterial streets
- \*Quality architecture and well designed transition to adjacent uses

#### Community centers

- \*Intersection of arterial streets and along transit routes
- \*Mixed use development including office, institutional, or multifamily residences
- \*Well designed transition to adjacent uses

#### Neighborhood retail, office, and convenience services

- \*Convenient vehicular and pedestrian access to residential areas
- \*Adjacent to major street intersections
- \*Design compatible with surrounding uses
- \*Well designed transition to adjacent uses
- \*Located within residential, employment, or institutional centers

#### Downtown area

- \*Pedestrian orientation
- \*Quality urban design standards
- \*Mixed uses including office, retail, institutional, cultural, and entertainment
- \*Orientation to greenway where feasible
- \*Consolidate off-street parking areas
- \*Residential uses within walking distance of Central Business District

#### Industrial

##### General light industrial

- \*Regional highway access located close to major arterial streets
- \*Rail access for industrial uses requiring it
- \*Buffered from residential and other adjacent land uses
- \*Industrial park setting with building design and landscape amenities
- \*Include office, warehousing, and limited retail uses

##### Limited heavy industrial

- \*Access to major streets
- \*Well designed buffer to adjacent land uses
- \*Minimize environmental impacts on surrounding properties

#### Mixed Use

##### Institutional, office, and other mixed use development

- \*Convenient to intended market area
- \*Vehicular access to major streets
- \*Minimization of traffic impact on adjacent uses
- \*Orderly expansion of institutional uses near residential areas
- \*Design compatibility with adjacent uses
- \*Include retail, multi-family, and business-technology land use

# HADF Envision 2025 Program of Work

**EXHIBIT**

**3**

**CHAMBER & ECONOMIC DEVELOPMENT  
POSTED JOB DESCRIPTION  
2020**

**CITY OF HARTFORD  
POSITION DESCRIPTION**

**Chamber & Economic Development Director**

<b>DEPARTMENT</b>	<b>DIVISION</b>	<b>SUPERVISOR</b>	<b>CLASSIFICATION</b>
City Hall	Office of Economic Development	City Administrator	Full Time

**DEFINITION:**

The Hartford Chamber and Economic Development Director’s (CEDD) goal is to grow the City tax base by recruiting new businesses, attracting more residents, and working with existing businesses on retention and expansion. The CEDD will also serve as the executive director for both the Hartford Area Development Corporation (HADP) and Hartford Area Chamber of Commerce (HACC) and work towards their respective missions.

**JOB LOCATION:**

This position will be located in City Hall.

**ESSENTIAL FUNCTIONS OF THE JOB:**

- Attend HADP, Chamber and City Council meetings on a regular basis. Attend other meetings as assigned by the City Administrator, Mayor, or City Council. Attend business, commercial, or economic development related workshops, seminars, conferences, or meetings to keep abreast of new sources of information. Be an advocate for the City of Hartford and to educate decision makers about key issues impacting community development, economic development, and pro-business efforts.
- Serve as the Director for the Hartford Area Development Foundation, a 501 C 3 charitable non-profit whose mission is to expand economic opportunities in the Hartford area by attracting new business and residents to further enhance the quality of life.
- Serve as the Director for the Hartford Area Chamber of Commerce, a 501 C 6 membership group that is organized to build a stronger community by accelerating members’ success through creating connections; collaborating resources, services, and information to build networks; and business promotion.
- Manage the Envision Hartford 2024 Capital Campaign by communicating regularly with the investor community regarding plans, programs, results and their return on investment.
- The Hartford Area Chamber of Commerce Director plans, organizes and oversees a range of services and events for members. Assists in coordinating and ensuring chamber member benefits are fulfilled. Organizes and participates in all Board meetings. Assists with Chamber budgeting process and oversees financial matters. Maintains good relationships with current chamber members and promotes the chamber to new businesses. Acts as a committee advisor and assists in carrying out committee responsibilities.
- Acts in the best interest of the City of Hartford, Hartford Area Development Corporation and Hartford Area Chamber of Commerce.
- Respond to Requests for Information (RFI) from the Governor’s Office of Economic Development (GOED), the Minnehaha County Economic Development Association (MCEDA), or directly from businesses. The Director will work closely with City Staff, utility providers, and the City Engineer to identify sites and submit accurate data.

- Maintain a list of grants and work with community organizations towards securing grant monies for City approved projects.
- Work with local and state bodies in projects that will have an impact on local business and economic development.
- Work with City Staff to manage social media accounts and help direct public relations for the City.
- Provide a monthly report to the City Council summarizing past, current, and future events/projects/economic development activities.
- Confidentiality shall be maintained by the CEDD. Many projects will require the CEDD to keep information confidential which will be an important aspect of the job.
- Duties as assigned by the City Administrator, Mayor, City Council, HADF, or Chamber.

**REQUIRED KNOWLEDGE AND ABILITIES**

- Knowledge of theory, principals, and practices of economic and community development.
- Knowledge of business development including business planning, finance, marketing and general business management.
- Knowledge of state, federal, and regional grant and loan programs pertaining to community and economic development.
- A sound understanding of local economic development, workforce development, business retention and expansion, investment attraction, and marketing principles and best practices.
- Ability to establish and maintain effective working relationships with local business leaders, associations officials, federal, state, local and regional development officials and Chamber offices, City Staff, Mayor, City Council, Boards, various committees, and the general public.
- Excellent time-management and multi-tasking skills required.
- Positive and cooperative attitude.
- Good communication skills.

**MINIMUM QUALIFICATIONS:**

The ideal candidate should possess a Bachelor’s Degree or more in public or business administration, marketing, economics, or related fields. Previous relevant experience in economic development is preferred. Any equivalent combination of education and/or experience may be accepted. Basic web maintenance, social media management, and writing experience is preferred. A valid driver’s license and the ability to lift 40 pounds are required.

**COMPENSATION:**

Compensation for this position will be set by the Hartford City Council.

Qualified applicants with disabilities are encouraged to apply for this job. No item in this job description is intended to screen out qualified applicants. We encourage all qualified applications to discuss reasonable accommodation requirements.

**DATE:** \_\_\_\_\_

**EMPLOYEE:** \_\_\_\_\_

**APPROVED:** \_\_\_\_\_

# **HADF Envision 2025 Program of Work**

## **EXHIBIT**

# **4**

**ENVISION 2025 PUBLIC INVESTORS  
PRIVATE INVESTORS**



# **HADF Envision 2025 Program of Work**

**EXHIBIT**

**5**

**ENVISION PROGRAM OF WORK  
DISCUSSION DRAFT**



## ***Envision 2024***

The initiative to manage Hartford's growth and prosperity.

*Hartford Area Development Foundation Mission*

*Expand economic opportunities in the Hartford area by attracting new businesses and residents to further enhance the quality of life.*

### **Program of Work Subject To Refinement**

February - March 2020

Approved by HADF Board of Directors, for consideration by community stakeholders:

**Justin Eich - President**  
Arrowhead Properties

**Lyle Howey - Vice President**  
I-90 Speedway

**David Larson - Secretary**  
Dave & Co. – Hegg Realtors

**Travis Kuehl**  
Travis Electric

**Blair Bathke - Treasurer**  
Great Western Bank

**Eric Bartmann**  
Pro Framing

**Merlin Goebel**  
Sunshine Foods

**Keith Matthiesen**  
Purina Animal Nutrition

**Jake Droge**  
Open Mortgage

**Jesse Fonkert**  
Chamber & Economic Development

***Control your own destiny or someone else will.*** --- Jack Welch

**What is Envision 2024?**

A five-year community and economic development initiative designed to ensure Hartford's growth and prosperity while maintaining its unique quality of life and place. Key objectives of the five-year program of work include:

- A public-private partnership – led, directed, and funded by public and private stakeholders. The partnership will align business interests with municipal needs and establish a mutually beneficial agenda
- Prepare for desired economic growth by acquiring industrial land and infrastructure
- Enhance Hartford's place-based assets and amenities for recreation, arts, culture, etc.
- Attract new residents and best-fit businesses
- Transparency and accountability for outcomes and impact

**Why do we need it?**

We choose to control our destiny. The Sioux Falls region continues to grow and we should ensure that growth works for our benefit, occurs at a pace of our choosing and makes our community better and more prosperous. Without an intentional, proactive strategy we risk negative, unintended consequences that other small towns and suburban areas in other growing metros have experienced. A proactive plan with public and private sector buy-in will prevent outside developers from changing what makes Hartford special, unique, and attractive.

**Who will implement it?**

The Hartford Area Development Foundation in partnership with the City of Hartford will drive the execution of the Envision 2024 initiative. Collaboration and support will also be required from a variety of partners, including local schools, State Government, utility providers, and other regional economic development organizations. Public/private funding for Envision 2024 will allow the Development Foundation to build requisite capacity to pursue a more robust and intentional program of work.

**Envision 2024 Overview:**

**1. Plan and Develop a Business Park**

- a) Acquire and secure rights to parcel(s) of land (5+ acres)
- b) Plan and build out infrastructure for Phase 1 of a business park
- c) Add good paying jobs to the area

Projected Five-Year Cost: \$1,250,000

## 2. Quality of Life Improvements

- a) Explore recreation additions including bike trails along Highway 38
- b) Act on Downtown opportunities including: public space, community/meeting center, commercial space, and residential development
- c) Partner Minnehaha County and Siouxland Libraries for library resource expansion
- d) Explore opportunities for additional senior living and activity options

Projected Five-Year Cost: \$250,000

## 3. Attract New Businesses and Residents

- a) Market Hartford to increase population growth
- b) Recruit additional businesses including retail to invest in the Hartford area
- c) Attend conferences, trade shows, conduct business development trips that target the following industries:
  - Value added agriculture
  - Advanced manufacturing
  - Aquaculture
  - Warehouse and distribution
  - Post-secondary education
  - Cyber security

Projected Five-Year Cost: \$500,000

***Envision 2024 Total Projected Five-Year Cost: \$2 million***

### Proposed Five-Year Goals & Outcomes:

- Build **Phase 1** of a “shovel ready” or “document ready” industrial park
- Attract one to five companies to the area to gain **100 or more** new good jobs in Hartford
- Grow industrial and business area capital investment in the area by **\$60M** over five years
- Attract new business and residents to ease tax burden and improve quality of life
- Increase sales tax revenue for the city by 25%
- Grow daytime Hartford population
- Invest in community amenities (downtown and business districts)

### Call to Action:

With intentional and strategic efforts we can pursue economic development that brings prosperity and new opportunities for local residents and businesses – without harming our small-town feel and quality of life. A platform like Envision 2024 is the best way to develop requisite capacity for both near and long-term community progress.

This is a bold and ambitious idea for a community of less than 5,000 people. But we are compelled to propose a proactive approach to our future. Our community and business organizations can and should “fight above its weight class” to achieve mutual goals. We pursue a public-private funding campaign through which everyone with a stake in Hartford’s economic future will be asked to invest at fair and proportionate levels. Please join the discussion.

## LEADERSHIP BRIEFINGS

The initiative to execute a multi-year consensus program of work puts Hartford at the forefront for economic development. Your leadership to realize the goals is essential. The Hartford Area Development Foundation has retained National Community Development Services to help manage the Envision 2024 capital campaign.

The outline of key campaign concepts and logistics for the next few months will be shared by NCDS's Al Doeve. We have identified you as a key leader in the community. Please join him at a 30 minute conversation at your convenience. To schedule a date, time and location, please email Jesse at [jesse.fontert@hartford.us](mailto:jesse.fontert@hartford.us) or Al at [adoeve@hartford.life](mailto:adoeve@hartford.life) today.

---

## REFINEMENT CONVERSATIONS

To further define plan details and multi-year goals, with widened stakeholder participation, please plan to participate in a one hour community conversation to be moderated by NCDS consultant Al Doeve. The work tools will include the draft plan, the map and local/regional data.

Please plan to participate at a session identified below. Participation, via RSVP, will help create a consensus product for the benefit of our community.

Session 6 - 12 Noon, Thursday, March 12 at The Goat Restaurant, Highway 38 (lunch provided)

Session 7 - 9 a.m. Friday, March 13, at City Hall

Session 8 - 4 p.m. Tuesday, March 17, at City Hall

Email Jesse at [jesse.fontert@hartford.us](mailto:jesse.fontert@hartford.us) or Al at [adoeve@hartford.life](mailto:adoeve@hartford.life) today.

# HADF Envision 2025 Program of Work

## EXHIBIT

# 6

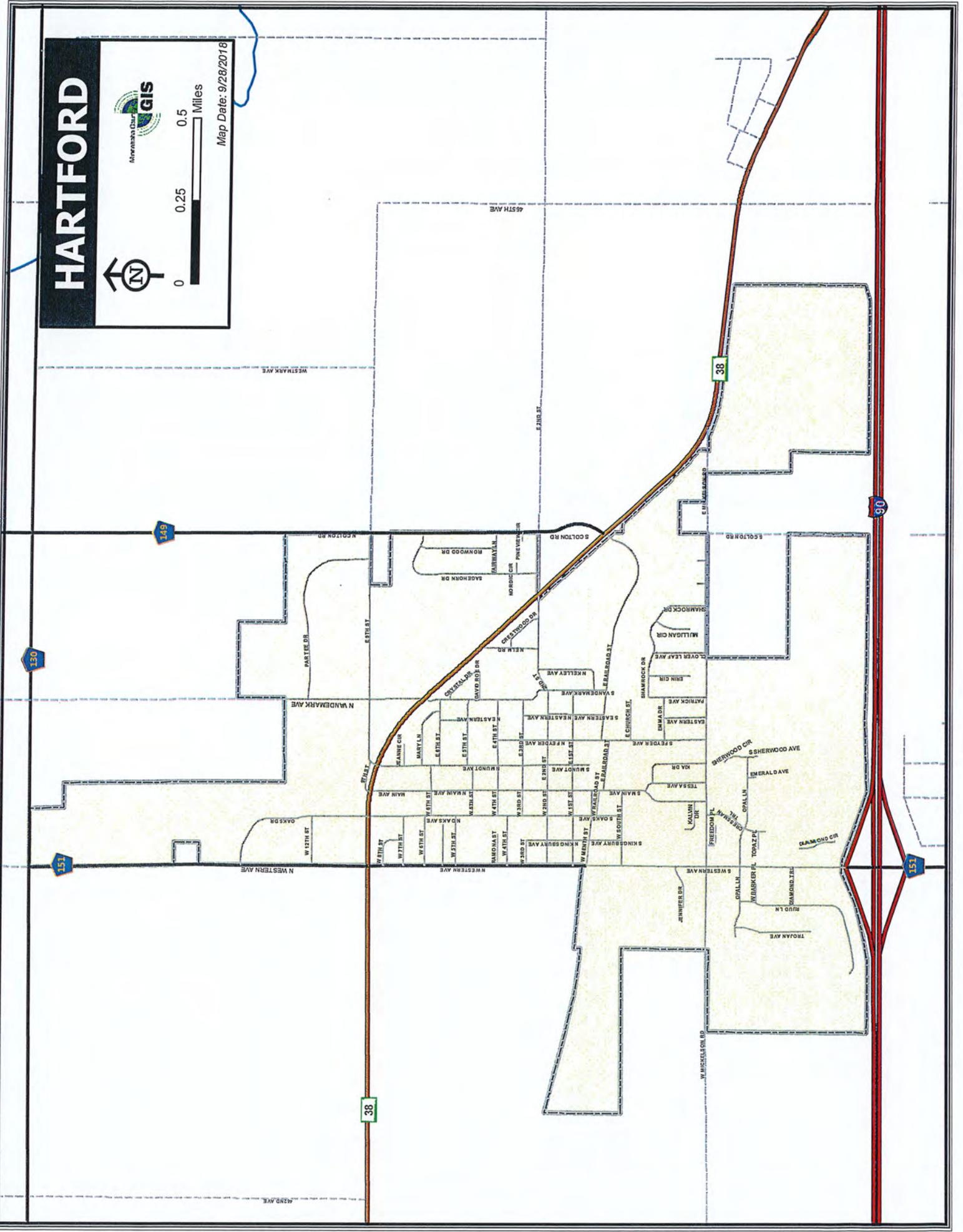
HARTFORD AREA PLAT MAP  
HARTFORD, HUMBOLDT MAPS  
MINNEHAHA COUNTY  
LIST OF COUNTY PLACES



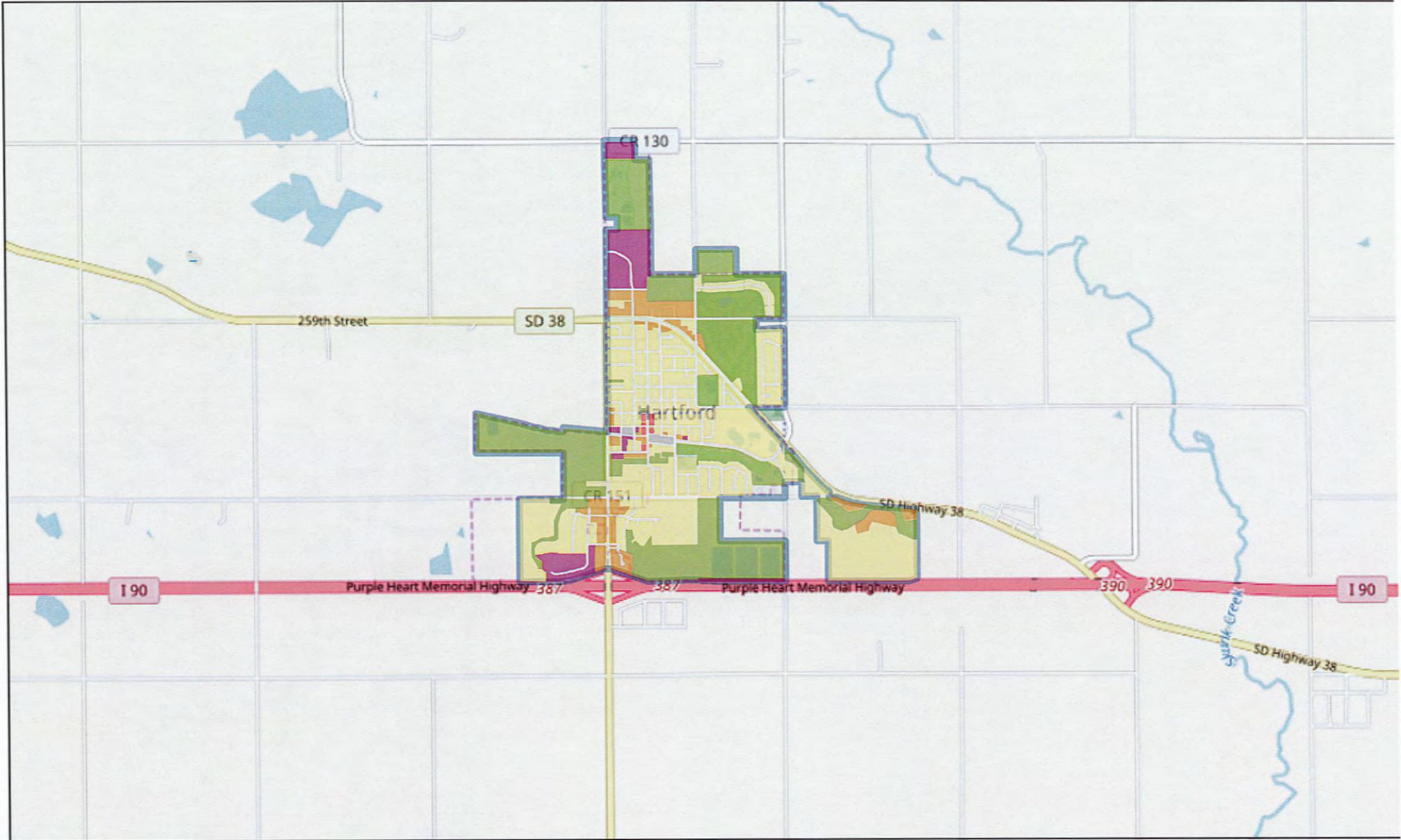
# HARTFORD



Map Date: 9/28/2018



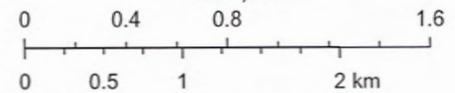
# Hartford, SD - 2020



2/3/2020, 3:15:50 PM



1:66,092



© OpenStreetMap (and) contributors, CC-BY-SA, Minnehaha Coun

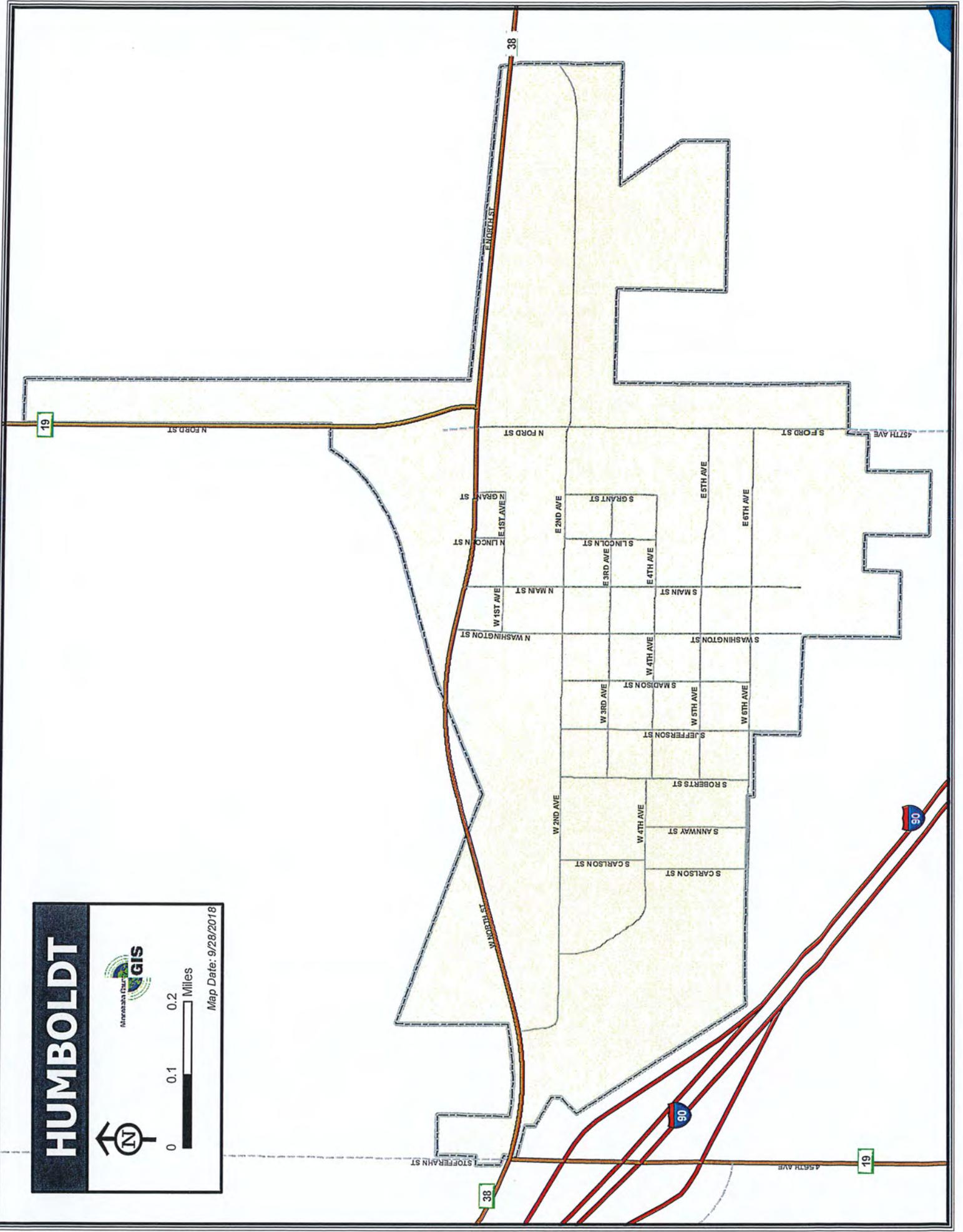
# HUMBOLDT

Northwest Ohio  
**GIS**



0 0.1 0.2 Miles

Map Date: 9/28/2018





The **Sioux Falls Metropolitan Statistical Area**, as defined by the United States Census Bureau, is an area consisting of four counties in **South Dakota**, anchored by the city of Sioux Falls. The metro area is referred to locally as the Sioux Empire. Despite the name, it is considered a part of the larger area known as **Siouxland** as it is within the Big Sioux River basin. As of the 2010 census, the MSA had a population of 228,261.

#### Places with 1,000 to 10,000 inhabitants

- |                        |                    |                  |
|------------------------|--------------------|------------------|
| 1. Beresford (partial) | 6. Garretson       | <b>11. Salem</b> |
| 2. Brandon             | 7. Harrisburg      | 12. Tea          |
| 3. Canton              | <b>8. Hartford</b> | 13. Worthing     |
| <b>4. Crooks</b>       | 9. Lennox          |                  |
| 5. Dell Rapids         | 10. Parker         |                  |

#### Places with 500 to 1,000 inhabitants

- |                     |                    |                   |
|---------------------|--------------------|-------------------|
| <b>1. Baltic</b>    | 4. Centerville     | 7. Marion         |
| 2. Bridgewater      | <b>5. Colton</b>   | 8. Valley Springs |
| <b>3. Canistota</b> | <b>6. Humboldt</b> | 9. Viborg         |

#### Places with less than 500 inhabitants

- |               |                    |                    |
|---------------|--------------------|--------------------|
| 1. Chancellor | 5. Hudson          | <b>9. Montrose</b> |
| 2. Davis      | 6. Hurley          | 10. Sherman        |
| 3. Dolton     | 7. Irene (partial) | 11. Spencer        |
| 4. Fairview   | <b>8. Monroe</b>   |                    |

#### Unincorporated places

- |                 |                   |                |
|-----------------|-------------------|----------------|
| 1. Benclare     | 6. Lyons          | 11. Rowena     |
| 2. Booge        | 7. Moe            | 12. Shindler   |
| 3. Corson       | 8. Morefield      | 13. Unityville |
| <b>4. Ellis</b> | 9. Naomi          |                |
| 5. Hooker       | <b>10. Renner</b> |                |

#### Wages

The median income for a household in the MSA was \$40,590 and the median income for a family was \$48,191 (2010 census). Male median income of \$30,994 versus female \$22,493. Per capita for the MSA was \$19,184.

# **HADF Envision 2025 Program of Work**

## **EXHIBIT**

# **7**

## **SELECTED PROPERTY OWNER CONTACTS**

PROPERTY CONTACTS

Hartford Area Development Foundation

February 27, 2020

<https://gis.minnehahacounty.org/minnemapviewer/>

Farmland

## Option 1: County Parcel 15925

WINTERSTEEN, STEVEN G & ETAL  
3750 OLYMPIC CT  
RAPID CITY, SD 57702

**Property Address or Location/Description (Tract, Street Corner)**

Land directly located to the east of the industrial park/sports complex. Primary use is ag.

**Acreage Total (Approximate) 80 acres**

**Acreage Possibly to be acquired, if optioned for sale to city/county/business**

**80 acres**

**Currently installed on site or nearby utilities (water, fuel, electricity)**

Water main, natural gas, fiber, and three-phase electric are all available close to the site. City of Hartford is installing sanitary sewer line to the property's northwestern border.

**Property access point(s) if relevant (dirt road, gate in fencing)**

**County Highway 130**

**Owner Name**

**Steven Wintersteen Family**

**Home Address**

3750 OLYMPIC CT  
RAPID CITY, SD 57702

**Home or Mobile Telephone**

**Spouse Name**

**Family Members Names**

**Steven Wintersteen, Rapid City, SD; sisters, Laurie Johnson (Dave), and Robyn Wintersteen, both of Rapid City, SD;**

Father obituary: [https://www.millerfh.com/obituaries/print?o\\_id=6475114](https://www.millerfh.com/obituaries/print?o_id=6475114)

Other business interest

Family was one of the primary sellers in the creation of Foundation Park

Contact has been the farm manager: Austin Bunger

## **Austin Bunger**

Farm Manager/Broker Associate

25548 434th Ave. | Spencer, South Dakota 57374

Mobile: (605) 261-5342

Email: [ABunger@FarmersNational.com](mailto:ABunger@FarmersNational.com)

[www.FarmersNational.com/AustinBunger](http://www.FarmersNational.com/AustinBunger) | [www.FarmersNational.com](http://www.FarmersNational.com)

Relationship(s) to other property owners in this discussion

## **Option 2: County Parcel 16018**

Acreage Total: 135 acres

Owner: Mac & Alice Melin

Property Address or Location/Description (Tract, Street Corner)

- Located along Hwy 38 just south of Interstate 90. Directly to the west of Cemcast

Acreage Total (Approximate)

- 135 Acres

Acreage Possibly to be acquired, if optioned for sale to city/county/business

- 20 acres with option for remainder

Currently installed on site or nearby utilities (water, fuel, electricity)

- 3-phase electric close to site, rural water (will need to be upsized).
- No natural gas, sanitary sewer, or city water. Fiber/copper is in the ditch (Midco)

Property access point(s) if relevant (dirt road, gate in fencing)

- Hwy 38
- Township Road 466th ave

Owner Name

- Mac & Alice Melin

Home Address

-207 W 5TH ST #206

HARTFORD, SD 57033

Home or Mobile Telephone

- 605-366-9293

Spouse Name

- Alice Melin

Family Members Names

- Two sons and one daughter in the area

Other business interest

- Former trucker/farmer. Son (s) still farm.

Relationship(s) to other property owners in this discussion

- Cousins to Wintersteens, Haases, and Bensons

Prior business with the county of Minnehaha

- Unknown

Prior business with the City of Hartford

TBD

## **Option 3: County Parcel 64705**

South of the interstate - I-90/Western Ave

Owner: JASTRAM, PHYLLIS BETTY;J R;  
31180 MCARTHUR RD  
UNDERWOOD, MN 56586

**Size: 65.51 acres**

**Property access point: Western Ave/County Hwy 151**

**Phone number:**

**Property Address or Location/Description (Tract, Street Corner)**

- South of the interstate off of Exit 387. West of Western ave/Brower Industrial Park

**Acreage Total (Approximate)**

- 65 acres

**Acreage Possibly to be acquired, if optioned for sale to city/county/business**

- 65 acres

**Currently installed on site or nearby utilities (water, fuel, electricity)**

- Access to 3-phase electric, fiber, and rural water
- No access to natural gas, city water or sanitary sewer

**Property access point(s) if relevant (dirt road, gate in fencing)**

- Western Ave/Hwy 1515

**Owner Name**

- Phil & Betty Jastram

**Home Address**

**31180 MCARTHUR RD  
UNDERWOOD, MN 56586**

**Home or Mobile Telephone**

**N/A**

**Spouse Name**

**Family Members Names**

**Other business interest**

**Relationship(s) to other property owners in this discussion**

**Prior business with the county of Minnehaha**

**Prior business with the City of Hartford**

# HADF Envision 2025 Program of Work

## EXHIBIT

# 8

MINNEHAHA JOINT JURISDICTION  
Q&A  
METRO PLANNING AREA  
COUNTY JOINT PLATTING AREAS  
JOINT JURISDICTIONAL BOUNDARY

## Joint Zoning Jurisdiction

### Questions & Answers

#### **1. What is Joint Zoning Jurisdiction?**

Joint zoning jurisdiction establishes regulations for land use within a certain area. These regulations minimize the conflict of urban and rural growth, set a uniform standard for development, help protect the general safety and welfare of the public, promote orderly development, and encourage the cooperation among governmental agencies to help achieve clear land use policies.

#### **2. How does Joint Zoning Jurisdiction help property owners?**

Joint zoning jurisdictions regulations are intended to set guideline for development outside of a municipal boundary, as well as, preserve and protect existing property uses and values against adverse or unharmonious adjacent uses. It can help protect farmland and mitigate the presence of less desirable uses. Different parts of the county have different needs and requests. Working together when development does happen allows all parties to work for the benefit of all – not just for the city, county, developer or property owner. It allows all parties that could possibly be impacted, either positively or negatively, to sit down and have a conversation.

#### **3. What is the difference in standards between the county and the proposed joint area?**

At this point, the county has not allowed the City to move forward with developing standards. At this point, it is the City's intention to closely follow the standards used jointly by Minnehaha County and the City of Dell Rapids. Enclosed is a short summary of the differences between the county zoning regulations and the joint zoning jurisdiction regulations with Dell Rapids for your reference. From our reading, there are very few differences between the two regulations. If allowed to move forward with this process, some items may be changed depending on the input from surrounding landowners like yourself.

#### **4. Can property within the proposed joint zoning jurisdiction area continue to use the land as it is currently being used?**

Yes. Land that is currently under a use in the county can continue this same use.

#### **5. If joint zoning jurisdiction is granted, what is the process for hearings?**

Very little would change as the petitioner would still follow the same process that Minnehaha County has in place. If the petitioner requires a re-zone, conditional use permit, or other zoning related item, they would apply with the county just as they do now. If it is a hearing for the Planning Commission, then a joint hearing between the planning boards would be required. If it is a hearing for the County Commission, then it's a joint hearing between both the City Council and County Commission. It is the City's responsibility to attend these joint meetings set up by the County. There are no additional or extra meetings that the petitioner must attend with the city. If all parties work together this will not delay the process.

#### **6. How will this affect your taxes?**

Taxes will not be affected by joint zoning jurisdiction. Joint zoning jurisdiction has no bearing on taxes. All property outside of the municipal limits of Hartford is still taxed at the county rate. The City of Hartford has no taxing authority outside of its municipal limits.

#### **7. Will land in the Joint Jurisdiction area be forced to annexed?**

No - the city has never done a forced annexation and joint zoning jurisdiction is entirely unrelated to annexation. The city's intention for joint zoning jurisdiction is not to annex land but to be part of the development process. If a property owner decides to annex their land into the city, then the conversion to city services is theoretically less burdensome due to the application of joint zoning jurisdiction.

**8. What is the proposed Joint Jurisdiction area? Can it be expanded by the city?**

A copy of the proposed area is enclosed with this letter. If joint zoning jurisdiction was established in this area it cannot be changed or expanded without going through the entire process for initial establishment of the joint jurisdiction area. Which means that the city would have to update their comprehensive plan to include an expanded area and both the county and city would have to agree to this change.

**9. Why isn't the city proposing to include more land that is closer to Sioux Falls?**

State law allows the area to go out 6 miles from a city's municipal boundary. If another city is within this 6-mile area, the maximum joint jurisdiction boundary would be the equal distance between the two municipalities. The city must also be able to feasibly service this area with the required infrastructure. Hartford's comprehensive plan shows a growth area that falls within state guidelines and that city engineers believe can be serviced by the city. The city is not trying to overreach the service area

**10. Are property owners within the proposed joint zoning jurisdiction area allowed to vote in city elections or issues?**

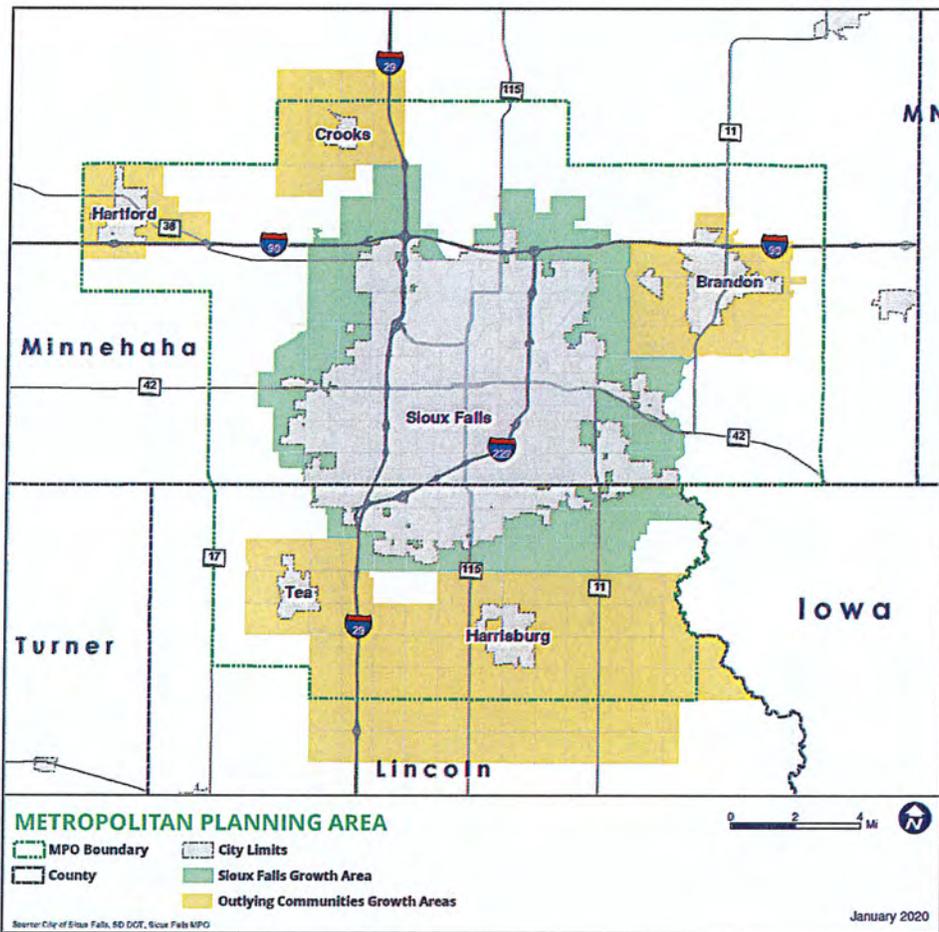
No. State law only allows residents within the municipal boundaries of the city to vote in city elections. Property owners within the county still vote for their county officials and these are their elected representatives. At every joint zoning jurisdiction hearing, both the county and city need to agree upon a request – so if the county is not in agreement with the city, the request does not pass and vice versa.

**11. What is the difference between joint zoning jurisdiction and joint platting jurisdiction?**

State law allows municipalities to set up platting jurisdiction by resolution, which allows the city to review all new plats or replats within the growth area before going to the county for final approval. The city established joint platting jurisdiction with the county in 2013. This platting jurisdiction follows the growth area, which is the same area proposed for joint zoning jurisdiction. Platting jurisdiction only pertains to plats and joint zoning jurisdiction pertains to zoning uses.

**12. What is the process to acquire joint zoning jurisdiction?**

Enclosed is an outline of the process to establish joint zoning jurisdiction. The first two steps have been completed. The County Commission has not approved the 3<sup>rd</sup> step which would have been approval of the city's comprehensive plan for joint zoning jurisdiction. If the City is allowed to move forward at some point, the city would still need to develop regulations for the proposed joint zoning jurisdiction area, gather input for those regulations, have the regulations approved by both planning boards and then they must be approved by both governing boards. The city has expressed to the county its full intent to involve the public during these planning meetings.



# Minnehaha County Joint Platting Areas

## Legend

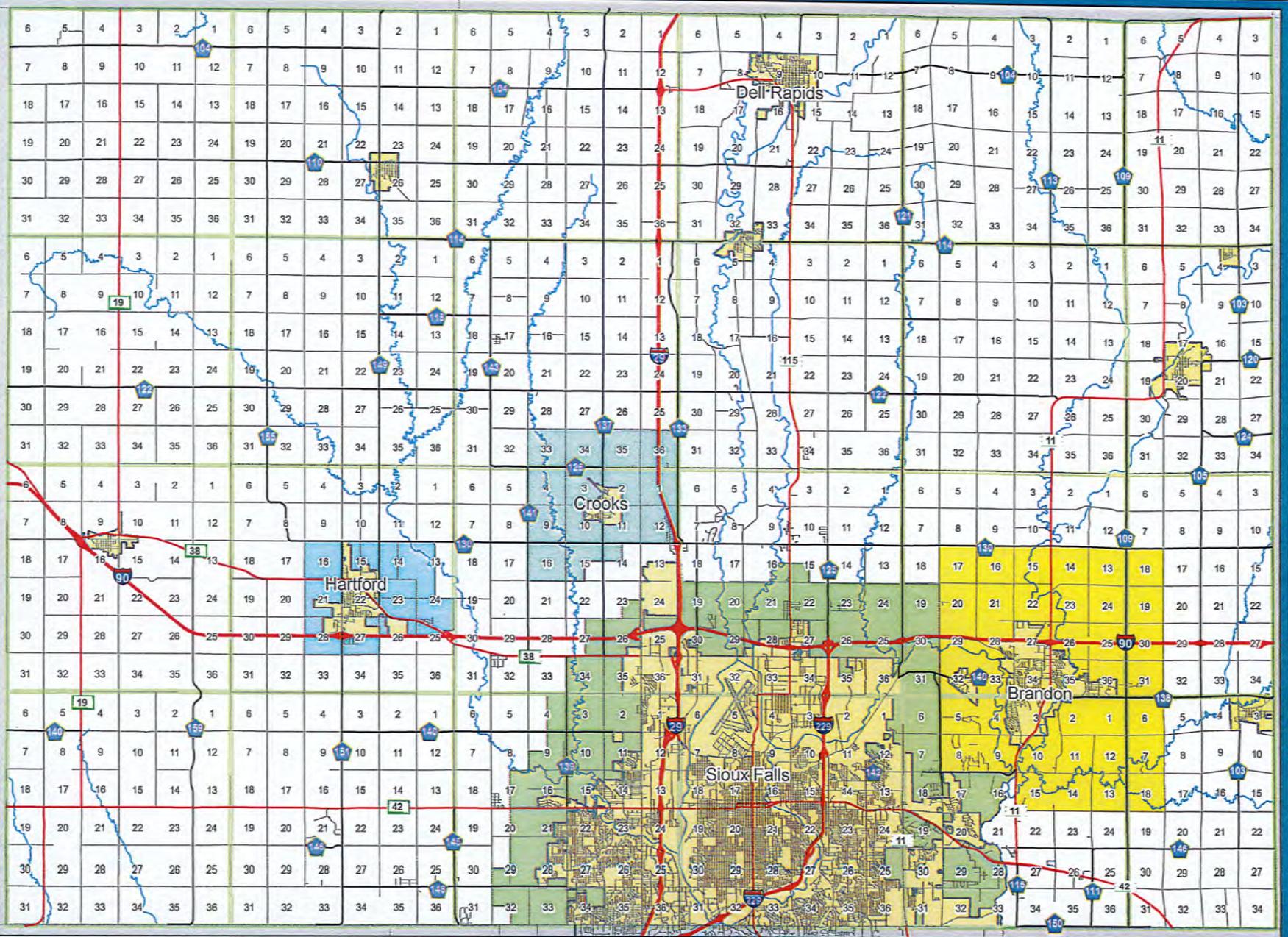
-  Interstate
-  State Highway
-  County Highway
-  Other Roads
-  River or Stream
-  Municipality

## Joint Platting Areas

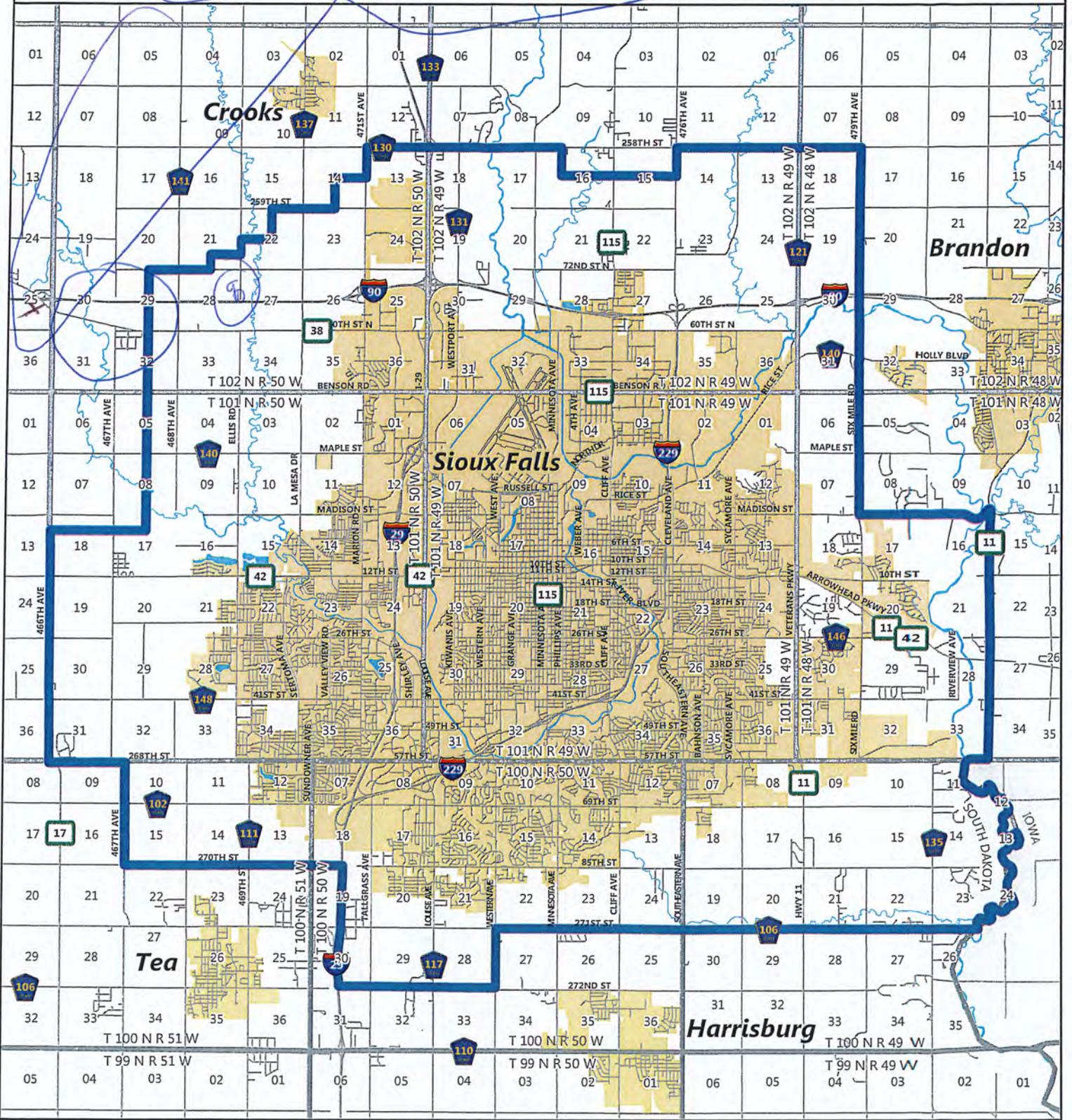
-  Brandon
-  Crooks
-  Hartford
-  Sioux Falls



**Disclaimer:**  
 The Data is provided "as is" without warranty or any representation of accuracy, fitness or completeness. The burden for determining accuracy, completeness, fitness, merchantability and fitness for or the appropriateness for use rests solely on the requester. Minnehaha County makes no warranties express or implied, as to the use of the Data. There are no implied warranties of merchantability or fitness for a particular purpose. The requester acknowledges and accepts the limitations of the Data, including the fact that the Data is dynamic and is in a constant state of maintenance, correction and update.



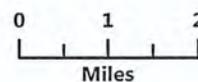
# Joint Jurisdictional Boundary



Effective Date: October 20, 2017



-  Joint Jurisdictional Boundary
-  Township Boundary
-  Municipal Boundary



# **HADF Envision 2025 Program of Work**

## **EXHIBIT**

# **9**

### **HARTFORD SD COMMERCIAL AREA CONTACTS**

Company Name	Primary Phone	Email	Full Physical Address
X-It 387 Plaza	(605) 528-7364	info@grocottinkandthread.com	800 S Western Ave, Ste D Hartford, SD 57033
Arrowhead Properties, LLC	(605) 359-9710	jreich11@hotmail.com	PO Box 117 Hartford, SD 57033
Costello Investments	(605) 336-9131	jfranken@costelloco.com	7409 South Bitterroot Place Sioux Falls, SD 57108
Hartford Professional Centre	605-212-4541	tom@electricsupplyfsd.com	304 West Highway 38 Hartford, South Dakota 57033
Northside Mobile Home Park	(605) 528-6644		100 E 9th Street Lot H Hartford, SD 57033
L&S Partnership, LLC	(612) 408-4671	blebrun77@yahoo.com	110 W HWY 38 Hartford, SD 57033

# **HADF Envision 2025 Program of Work**

## **EXHIBIT**

# **10**

**ENVISION 2024 (2025)  
NCDS / Economic Strategy Center  
ECONOMIC IMPACT ANALYSIS**



# HARTFORD

AREA DEVELOPMENT FOUNDATION

*Envision 2024*  
**Economic Impact Analysis**  
**Return on Investment**

**February 24, 2020**

Prepared by:



**Economic**  
**Strategy Center**

*The research and analysis division of NCDS Inc.*  
6300 Powers Ferry Road, Suite 600-165, Atlanta, GA 30339  
517 449.0900 \* [www.ncdsinc.net](http://www.ncdsinc.net)

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## Introduction

This analysis computes the economic impact of the Hartford Area Development Foundation’s plans for attracting new business to Hartford from 2020 through 2024. The plan, called *Envision 2024* targets companies in five major industries with a goal of creating 150 new jobs. The five “target industries” are: 1) advanced manufacturing, 2) warehousing and distribution, 3) food and beverage processing, i.e. value added agriculture, 4) cyber security, and 5) travel and tourism.

Economic impacts were computed by an Input/Output, I/O model created for Minnehaha and Lincoln Counties. The model is based on the latest data available, 2018, from IMPLAN®, the most widely used system in the USA to compute impacts. For the new 2018 data, IMPLAN® data is grouped into 546 possible sectors, an increase of 10 sectors from the previous 536. The model created for Minnehaha and Lincoln Counties has 316 sectors, and after entering jobs by sector as inputs, 299 sectors were impacted. Economic impacts are measured by: jobs, income, value added, and output.

**Table 1** summarizes the total annual economic impacts (direct, indirect, and induced) in 2020 dollars for 150 new jobs. **Table 1** shows that total annual impacts from 150 direct jobs are projected to be 290 total jobs and these jobs will create over \$60,939,080 in new output (new business).

**Table 1** includes all the other economic impacts including: income, spending, savings and taxes. Private sector investors will receive a \$3.92 return on investment, ROI each year in average corporate profits for every \$1.00 invested. A public ROI shows that County municipalities will receive \$.35 in taxes returned for every \$1.00 invested, a 3-year payback.

**Table 1: Annual Total Economic Impact Summary - \$2020**

Impact Measure	Total Impact
Jobs	290
Income	\$16,354,535
Value added	\$26,336,340
Output	\$60,939,080
Disposable income	\$13,373,103
Consumer spending	\$12,824,806
Savings deposit potential	\$1,023,042
Minnehaha/Lincoln Counties taxes	\$83,898
Minnehaha/Lincoln Counties municipal	\$282,754
Minnehaha/Lincoln Counties tax districts	\$269,233
Return on investment, ROI - private sector	\$3.92 profits : \$1.00 invested
ROI - Minnehaha/Lincoln Municipalities	\$.35 in taxes : \$1.00 invested (3-yr. payback)

Source: NCDS, ESC I/O model for the EDB for Minnehaha and Lincoln Counties, SD.

## Executive Summary

- The Hartford Area Development Foundation's *Envision 2024* has a goal to create 150 jobs over the next 5 years. Job growth will return \$3.92 to the business community in average corporate profits each year for every \$1.00 invested in economic development. Minnehaha and Lincoln County municipalities will receive \$.35 in new tax revenue each year for every \$1.00 invested by the City of Hartford. That means the payback is about 3 years.
- While a significant amount of taxes will flow to Sioux Falls due to indirect and induced impacts of jobs, the City of Hartford will benefit from new tax revenue created by the 150 new Hartford jobs and the indirect and induced impacts on businesses located in Hartford.
- Hartford is a city in Minnehaha County, South Dakota, United States. A suburb of Sioux Falls, Hartford lies a few miles northwest of the city. The population was estimated to be 3,364 in July 2018, up from 2,534 at the 2010 census, a 32.8 % increase. Sioux Falls, with a population of 181,883 in July of 2018, is much larger but the increase from the 2010 census was just 18.1%.
- The fact that Minnehaha County is a population and employment center means that while all direct job impacts from success with business locations will occur in Hartford, there will be relatively more indirect and induced impacts throughout the Sioux Falls metropolitan area due to relatively more employees and relatively more commercial activity than Hartford.
- *Envision 2024* is working to attract new businesses to Hartford and its marketing strategy is focused on 5 "target industries": 1) advanced manufacturing, 2) warehousing and distribution, 3) food and beverage processing, i.e. value added agriculture, 4) cyber security, and 5) travel and tourism. The goal is to help create 150 new jobs in Hartford.
- By 2024 the *Envision 2024* goal to create 150 jobs will create new income of \$8.4 million, new value added of \$13.2 million and output (total business) of \$36.4 million. These are the initial and "direct" impacts. Then as indirect impacts accumulate through business-to-business purchasing, and all those affected spend new income (induced impacts), the initial impacts multiply to create 290 total jobs, a multiplier of 1.93, and \$16.4 million of new income, a multiplier of 1.95. Value added will multiply by 1.99 to total \$26.3 million and output by 1.68 to total \$60.9 million.
- Annual new income of \$16.4 million from job creation means new disposable income, spending, savings, and new federal, state and local taxes. New income will create disposable income of \$13.4 million in 2020 dollars. This disposable income will create \$12.8 million in new consumer expenditures and \$1.0 million in new savings deposit potential.
- Increased consumer spending in Minnehaha and Lincoln Counties by \$12.8 million annually is a benefit to all businesses. Housing leads the list of 10 major spending categories, followed by transportation and food. Health care and entertainment are in the middle and personal care ranks last among major categories.
- Total new output is \$60.9 million. Real estate, with \$1.2 million in output leads the list of top sectors, followed by management of companies and hospitals. Insurance agencies and banks and credit unions round out the top 5 sectors. Insurance carriers ranks 6th, followed by owner occupied housing. Grain farming ranks 8th while wholesale trade ranks 9th and 10th.

# Economic Impact Analysis

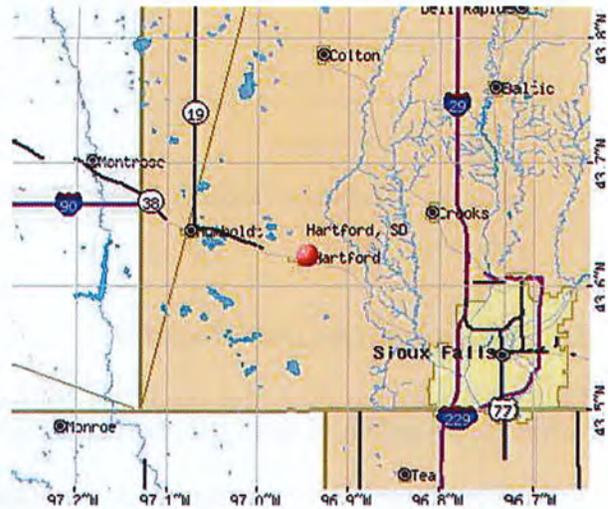
## A. Hartford and the Sioux Falls Area

Hartford is a city in Minnehaha County, South Dakota, United States. A suburb of Sioux Falls, Hartford lies a few miles northwest of the city. The population was estimated to be 3,364 in July 2018, up from 2,534 at the 2010 census, a 32.8 % increase. Sioux Falls, with a population of 181,883 in July of 2018, is much larger but the increase from the 2010 census was just 18.1%.

Hartford has a volunteer fire department, law enforcement, churches, civic organizations, schools, 80 acres of park space, an 18 hole golf course, swimming pool, banks, grocery store, convenience stores, health clinic, pharmacy, dentist, car wash, laundromat, restaurants and many other shopping stores. Hartford is a progressive and growing community.

The Hartford Area Development Foundation is working to attract new businesses and residents with *Envision 2024*.

Hartford is part of the the Sioux Falls Metropolitan Statistical Area, MSA which includes 4 counties: Lincoln, McCook, Minnehaha and Turner. Sioux Falls is the largest city in South Dakota. It is the County seat of Minnehaha County and also extends into Lincoln County to the south.



**Table 2** shows that the Sioux Falls MSA has a total population of 265,653. Minnehaha is the largest of the 4 counties with a population of 192,876, 72.6% of the MSA total. Minnehaha also has 84.5% of the MSA total employment.

Hartford has a population of 3,364 and is a short drive to Sioux Falls. The fact that Minnehaha County is a population and employment center means that while all direct (job) impacts from success with business expansions and locations will occur in Hartford, there

will be relatively more indirect and induced impacts throughout the Sioux Falls MSA due to relatively more employees and relatively more commercial activity.

Indirect impacts come from business to business activity, like suppliers, and induced impacts come from more income being spent by all those affected by new jobs.

**Table 2: Sioux Falls Metropolitan Statistical Area  
County Populations and Employment**

County	Population Estimates July 1, 2018	% of Population	Employment 2017*	% of Employment
Lincoln	58,807	22.1%	19,756	13.8%
McCook	5,546	2.1%	979	0.7%
Minnehaha	192,876	72.6%	121,091	84.5%
Turner	8,424	3.2%	1,462	1.0%
Total	265,653	100.0%	143,288	100.0%

Source: U.S. Census.

Note: \* Proprietors and partners of unincorporated businesses are not included.

### ***B. The Input/Output Model***

This analysis quantifies the economic impacts of *Envision 2024*. It computes the impacts of employment increases in Hartford and the region.

Economic impacts were computed by an Input/Output, I/O model created for Minnehaha and Lincoln Counties. Minnehaha and Lincoln Counties account for 94.7% of the MSA's 4-county population. Input/Output analysis uses county data and using two counties includes a large number of sectors needed for the analysis.

Employment increases in certain sectors are the direct impacts (inputs) that generate additional indirect and induced employment, income and business activity in many other sectors. Economic impacts are measured by: jobs, income, value added, and output. Income includes both wage and salary income from direct and indirect jobs, and proprietor income to those owners and self employed persons affected by indirect and induced spending. Value added includes labor income and indirect business taxes, like sales taxes. Value added also includes other income, such as rent. Output is the total of value added (e.g. labor) and the value of all goods used in production. Impacts also include spending and savings from disposable income, and new federal, state and local taxes.

***Output*** measures the value of all sales of goods and services at every level. Therefore it is the sum of final purchases and intermediate inputs. This results in the double counting of intermediate purchases, e.g. suppliers for OEMs, which is correct when describing every business transaction, but it is different than “Gross Regional Product”. ***Gross Regional Product*** is the final market value of the goods and services produced by labor and property, without the intermediate sales. Output is always more than gross regional product (see **Table 3**).

**Table 3: Minnehaha/Lincoln  
Input/Output Model**

Model Year <sup>1</sup>	2018
Gross Regional Product	\$19,270,981,428
Total Output <sup>2</sup>	\$36,008,030,378
Total Personal Income	\$14,606,282,494
Total Employment	198,122
Total possible sectors <sup>3</sup>	546
Sectors in Minnehaha/Lincoln Counties	316
Sectors with new output	299
Land Area (square miles)	1,387
Population	251,683
Total Households	100,792
Average Household Income <sup>4</sup>	\$144,915

Source: NCDS, ESC. MIG, Inc., IMPLAN®.

- Note: 1) Data was released December 2019 for 2018 “tax split” data. This tax split data includes the ability to separate state and local tax impacts. See **Table 10**.  
 2) Output measures the value of all sales of goods and services, see definition above.  
 3) The IMPLAN® system has 546 possible sectors, an increase of 10 sectors (from 536) as of the release of 2018 data.  
 4) Average household income in this model is much different than U.S. Census definitions for median household income. This is because “IMPLAN®” data used in the model includes other forms of income. It includes imputed income resulting from home ownership (the largest portion by far), free checking, services provided by non-profits to households, and some other “income” type items.

The model, summarized in **Table 3** is based on 2018 data for IMPLAN® released in December, 2019. IMPLAN® is the most widely used system to compute impacts. The I/O model uses Bureau of Economic Analysis BEA data and incorporates revisions to the National Income and Product Accounts, and new data from the Census Bureau. It includes the latest regional accounts, and latest results from the Census of Agriculture, Bureau of Labor Statistics Survey and Commodity Flow Survey. The IMPLAN® system now has 546 possible sectors, an increase of 10 sectors (from 536) as of the release of 2018 data. The additional sectors allow for 9 sectors to describe wholesale trade (392 - 401) instead of just one, 395. Both owner-occupied and tenant-occupied housing have sectors instead of just one, and several other minor changes clarify sector definitions.

The model computed total new output for 299 of 316 sectors in the model. Sectors in the model are defined by groups of NAICS codes, the *North American Industry Classification System*. The I/O model contains all the linkages (trade flows) in the economy.

**C. Planning for Success**

*Envision 2024* is working to attract new businesses to Hartford and its marketing strategy is focused on 5 “target industries”: 1) advanced manufacturing, 2) warehousing and distribution, 3) food and beverage processing, i.e. value added agriculture, 4) cyber security, and 5) travel and tourism. The goal is to help create 150 new jobs in Hartford.

**Table 4** includes definitions of each target industry and shows that a goal of 30 jobs was allocated to each target industry totaling 150 jobs.

**Appendix I** shows how IMPLAN® sectors were selected that represent each of the 5 target industries. In order to compute the impacts of 150 new jobs, 3 IMPLAN® sectors were selected for each target industry and 10 jobs were assigned to each of the 15 sectors. To project the goal of 150 jobs, these 15 sectors and 150 jobs were entered into the I/O model.

**Table 4: Hartford, South Dakota  
Target Industries and IMPLAN® Sectors  
Job Goals by Target Industry**

Targets	Job Goal
<b>#1. Advanced Manufacturing:</b> transportation technologies, controls, measuring equipment, electronic components, engineered plastics, specialized machinery, engineering R&D, precision machining, medical devices.	30
<b>#2. Warehousing &amp; Distribution</b> Trucking, transportation services, warehousing.	30
<b>#3. Food &amp; Beverage Processing,</b> Aquaculture, greenhouse crops, frozen foods, bakery, fruit vegetable & meat processing, snack foods, seasonings, soft drinks,	30
<b>4. Cyber Security</b> technologies, processes, and practices designed to protect networks, devices, programs, and data from attack, damage, or unauthorized access.	30
<b>#5. Travel &amp; Tourism:</b> Hotels, restaurants, wineries, breweries, and other entertainment.	30
<b>Total</b>	<b>150</b>

Source: Hartford Area Development Foundation.

**D. Economic Impact of New Jobs**

The result of entering 150 jobs from **Table 4** into the I/O model was very significant impacts (outputs) on additional jobs, income and output.

**Table 5**, which follows shows a summary of the impacts created by new jobs. **Table 5** shows the 150 “direct” job totals and the total of “direct, indirect, and induced” impacts. Indirect impacts come from the purchases of goods and services, business-to-business. As all those impacted by the new jobs spend their earnings, there are “induced” impacts.

The total impact of new jobs adjusted to 2020 is 290 jobs, \$16.4 million of new income, \$26.3 million of new value added, and \$60.9 million of new output.

**Table 5: Annual Impact of New Jobs in Hartford  
\$2020**

Impact Type	Jobs	Income <sup>4</sup>	Value Added <sup>5</sup>	Output <sup>6</sup>
Direct Impact <sup>1</sup>	150	\$8,368,450	\$13,212,108	\$36,358,975
Indirect Impact <sup>2</sup>	72	\$4,465,609	\$7,167,311	\$14,075,196
Induced Impact <sup>3</sup>	68	\$3,520,477	\$5,956,921	\$10,504,908
<b>Total Impact</b>	<b>290</b>	<b>\$16,354,535</b>	<b>\$26,336,340</b>	<b>\$60,939,080</b>

Sources: NCDS Input/Output model for Minnehaha and Lincoln Counties, SD. County data, MIG, Inc., IMPLAN®.

- Notes: **1. Direct Impact:** Impact generated directly from the jobs created.  
**2. Indirect Impact:** Changes in employment, income, and output (business sales) in various industry sectors of the local economy supplying goods and services to the companies that expanded.  
**3. Induced Impact:** The ripple effect of increased income as employees spend.  
**4. Income:** Employee compensation + proprietor income (owner wages).  
**5. Value Added:** Labor income + indirect business taxes + other property type income.  
**6. Output:** Value Added + intermediate inputs (goods used in production).

### ***E. Jobs Multiply Through the Economy***

The ripple effect of jobs is computed based on multipliers. These multipliers show the impacts of sales, income, spending and saving, which in turn increase the employment and earnings of other business sectors. **Table 6**, which follows, shows that 150 direct jobs will create new income of \$8.4 million, new value added of \$13.2 million and new output of \$36.4 million.

These are the initial and “direct” impacts. Then as indirect impacts accumulate through business-to-business purchasing, and all those affected spend new income (induced impacts), the initial impacts multiply to create 290 new jobs, a multiplier of 1.93, and \$16.4 million of new income, a multiplier of 1.95. Value added multiplies by 1.99 to total \$26.3 million and output by 1.68 to total \$60.9 million.

**Table 6 : Jobs, Income, Value Added and Output  
Multiply for Greater Annual Impact: \$2020**

	<b>Jobs</b>	<b>Income</b>	<b>Value Added</b>	<b>Output</b>
<b>Direct Impact</b>	150	\$8,368,450	\$13,212,108	\$36,358,975
<b>Multiplier</b>	<b>1.93</b>	<b>1.95</b>	<b>1.99</b>	<b>1.68</b>
<b>Total Impact</b>	290	\$16,354,535	\$26,336,340	\$60,939,080

Sources: NCDS I/O model for Minnehaha and Lincoln Counties, SD. County data, MIG, Inc., IMPLAN®.

***F. Spending From New Jobs - Making an Impact***

Annual new income of \$16.4 million from job creation means new disposable income, spending and savings. New income and spending also means new federal, state and local taxes (see H. Tax Impacts).

**Table 7** shows that new income will create disposable income of \$13.4 million in 2020 dollars. This disposable income will create \$12.8 million in new consumer expenditures and \$1.0 million in new savings deposit potential.

**Table 7: Jobs and Payrolls Generate  
Annual Spending and Savings - \$2020**

<b>Total New Income</b>	<b>\$16,354,535</b>
<b>Disposable Personal Income<sup>1</sup></b>	<b>\$13,373,103</b>
<b>Consumer Expenditures<sup>2</sup></b>	<b>\$12,824,806</b>
<b>Savings Deposit Potential<sup>3</sup></b>	<b>\$1,023,042</b>

Sources: National Community Development Services Input/Output model for Minnehaha and Lincoln Counties, SD. County data, IMPLAN®, 2018. DPI, PCE and savings deposit percent of income, Bureau of Economic Analysis, 2017-2019, 10-quarter averages. Last revision September 27, 2019.

- Notes: **1. Disposable Personal Income:** Personal income less taxes. Latest 10-quarter average annual percent, Bureau of Economic Analysis.  
**2. Consumer Expenditures:** Disposable personal income less interest, personal transfer payments, and personal savings. Latest 10-quarter average annual percent, Bureau of Economic Analysis.  
**3. Savings Deposit Potential:** Personal savings rate average annual percent over latest 10 quarters = 7.65%.

**Table 8: New Annual Spending by Category - \$2020**

Rank	Spending Category	Spending in Millions
1	Housing	\$3,911,566
2	Transportation	\$2,039,144
3	Food	\$1,654,400
4	Personal insurance and pensions	\$1,551,802
5	Health care	\$1,154,233
6	Entertainment	\$795,138
8	Apparel and services	\$410,394
7	Cash contributions	\$397,569
9	Education	\$256,496
10	Personal care	\$166,722

Sources: NCDS Input/Output model for Minnehaha and Lincoln, SD. Bureau of Labor Statistics, Consumer Expenditure Survey, Midwest, 2018, released September, 2019. See **Appendix II**.

The projected impact of new jobs is increasing consumer expenditures in Minnehaha and Lincoln Counties by \$12.8 million annually, a benefit to all businesses. **Table 8** shows that housing leads the list of 10 major spending categories, followed by transportation and food. Health care and entertainment are in the middle and personal care ranks last among major categories.

For detailed spending by category, please see **Appendix II**.

### ***G. New Output by Sector***

Detailed outputs from jobs come from the I/O model built for Minnehaha and Lincoln Counties. Output by sector differs from spending categories due to definitions and the way data is collected and structured. For example, housing is the largest spending category with \$3,911,566 (see **Table 8**) based on Bureau of Labor Statistics BLS, surveys, but ranks 7<sup>th</sup> with \$905,382 in new output (see **Table 9**) based on the way the National Income and Product Accounts (NIPAs) are assembled and what is included in “housing”. The definitions of “housing spending” and “housing output” are

much different. Housing (owner-occupied) spending as defined by the BLS is much larger than output because it includes spending for utilities, operations, supplies, furnishings and equipment.

The model computed total output for 351 business sectors that had new business (new output) adjusted to 2020. Sectors in the model are defined by groups of NAICS codes. **Table 9** shows the “top 10” sectors impacted by 290 jobs.

**Table 9: New Annual Output  
Top 10 Sectors - \$2020**

Rank	Output Category	Output
1	Real estate	\$1,235,479
2	Management of companies	\$1,203,805
3	Hospitals	\$1,082,640
4	Insurance agencies	\$1,028,053
5	Banks and credit unions	\$1,001,765
6	Insurance carriers	\$928,048
7	Housing - owner occupied	\$905,382
8	Grain farming	\$806,589
9	Wholesale - nondurables	\$737,974
10	Wholesale - electrical & electronic	\$592,180

Sources: NCDS Input/Output model for Minnehaha and Lincoln Counties. County data, MIG, Inc., IMPLAN. See **Appendix III**.

Total output is the best way to see total impacts because it captures all business activity. Total new output is \$60.9 million. Output is the sum of all labor income, indirect business taxes, other property type income and all the intermediate inputs, i.e. goods used in production.

Real estate, with \$1.2 million in output leads the list of sectors, followed by management of companies and hospitals. Insurance agencies and banks and credit unions round out the top 5 sectors. Insurance carriers ranks 6<sup>th</sup> in total impact, followed by owner occupied housing. Grain farming ranks 8<sup>th</sup> while wholesale trade ranks 9<sup>th</sup> and 10<sup>th</sup>.

**Appendix III** lists many other sectors with business output from new jobs. The “top 10” and many other sectors represent groups of potential investors in economic development.

### **H. Tax Impacts from Jobs**

*Envision 2024* is working to attract new businesses to Hartford and has targeted industries to create 150 new jobs over the next 5 years. During this period the 150 jobs are projected to create a total of 290 jobs.

As jobs multiply through the economy taxes will be generated for Minnehaha and Lincoln Counties, their municipalities, and special tax districts like schools and fire. **Table 10** shows that in 2020 dollars, The Counties will be receiving \$83,898 in new County taxes each year, while their cities, townships and villages will be receiving \$282,754 each year. Special districts will be receiving \$269,233.

While Minnehaha and Lincoln Counties and its taxing units will be receiving \$635,885 in new annual taxes, the State of South Dakota will be receiving \$856,182. The federal government will be receiving the most, with \$3,267,887 in new taxes primarily due to social security and income taxes.

**Table 10: Projected Annual Taxes Received  
Minnehaha and Lincoln Counties, County Municipalities  
Special Taxing Districts, South Dakota and Federal: \$2020**

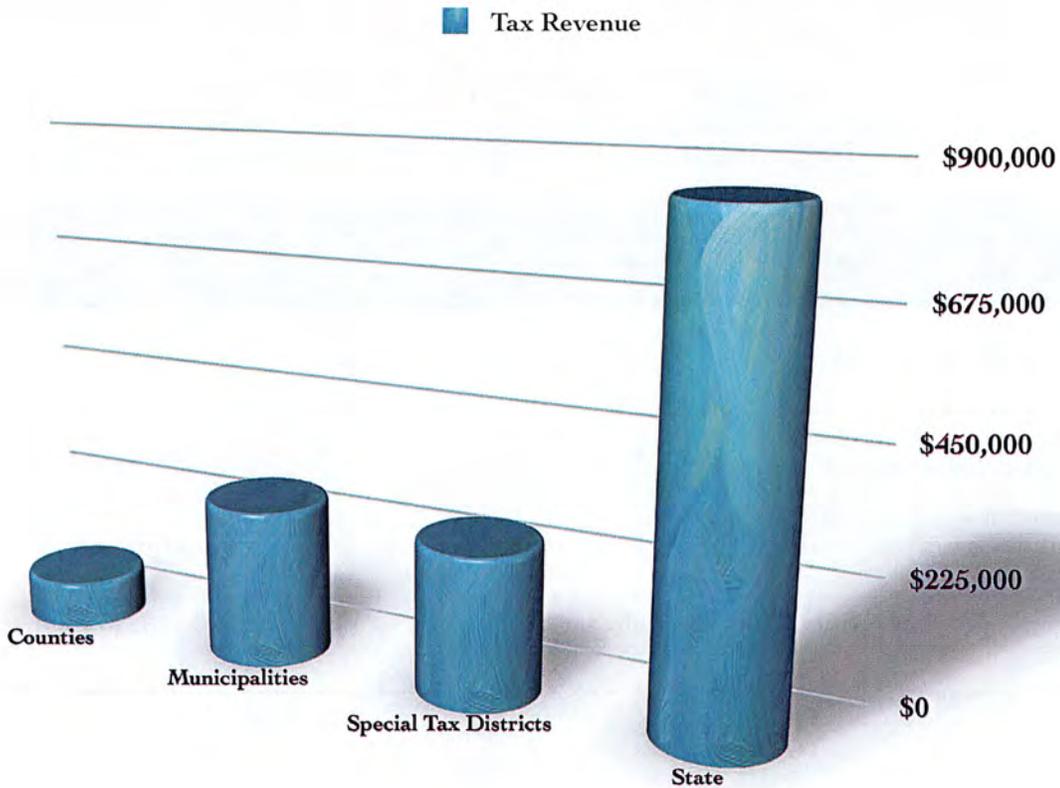
Governmental Unit <sup>1</sup>	Tax on Production & Imports*	Households	Total <sup>2</sup>	Percent Of Total
Minnehaha and Lincoln Counties	\$80,925	\$2,973	<b>\$83,898</b>	<b>5.6%</b>
Minnehaha and Lincoln Counties Municipalities	\$281,577	\$1,177	<b>\$282,754</b>	<b>19.0%</b>
Minnehaha and Lincoln Counties special tax districts, e.g. schools, fire.	\$266,156	\$3,077	<b>\$269,233</b>	<b>18.0%</b>
<b>Sub-Total</b>	\$628,658	\$7,227	<b>\$635,885</b>	
State of South Dakota	\$810,280	\$45,902	<b>\$856,182</b>	<b>57.4%</b>
<b>TOTAL</b>	\$1,438,938	\$53,129	<b>\$1,492,067</b>	<b>100.0%</b>
Federal Government			<b>\$3,267,887</b>	

Source: NCDS, ESC I/O model for Minnehaha and Lincoln Counties, SD.

Note: \* "Tax on production & imports less subsidies that are netted out." As part of the 2003 NIPA revision, this replaced indirect business taxes and non-tax payments as one of the three components of value added. This component (column) includes sales and excise taxes, customs duties, property taxes, motor vehicle licenses, severance taxes, other taxes, and special assessments. It excludes most non-tax payments, and subsidies are netted out. State & Local Non-taxes such as fees and assessments are included.

Excluding federal tax receipts, **Chart 1** shows how annual new taxes are distributed among the State of South Dakota, and Minnehaha and Lincoln County taxing units. The State of South Dakota will receive 57.4% of these taxes, while Minnehaha and Lincoln Counties will receive 5.6%, Minnehaha and Lincoln County municipalities 19.0%, and Minnehaha and Lincoln County special taxing districts 18.0%.

**Chart 1: State of South Dakota  
Minnehaha & Lincoln Counties,  
County Municipalities, Tax Districts  
Share of New Annual Taxes: \$2020**



Source: Table 10

## Return on Investment

### Private Sector Return on Investment

From a private sector point of view, return on investment ROI, is based on output (new business) generated from new and retained jobs and the profits from that output. Output from new jobs is projected to be \$60,939,080 adjusted to 2020 dollars.

Net profits from output measure returns to the community. Profit margins vary from one business sector to the other, so a good way to summarize ROI for *Envision 2024* investors is to use the

average net profit (net margin) among all firms in the U.S. securities markets today. This average was 7.71% (total market with financials) in January of 2020 according to NYU's Stern School of Business. Several studies have confirmed a 25-year average of about 8%.

Dividing net profits returned to the business community by the investment in economic development equals the return on this investment.

**Table 11** shows that the 5-year (2020 - 2024) total investment in *Envision 2024* is \$2,000,000. *Envision 2024* is a public private partnership with \$800,000 invested by the public sector, the City of Hartford, and \$1,200,000 from private investors.

**Table 11**  
***Envision 2024***  
**Total Budget: 2020 - 2024**

	Investment
<i>Envision 2024</i> Public*	\$800,000
<i>Envision 2024</i> Private	\$1,200,000
<b>Total</b>	<b>\$2,000,000</b>

Source: Hartford Area Development Foundation.

Note: \* City of Hartford.

**Table 12** shows the computations for a return on investment based on average net profits returned to the community divided by the 5-year amount of private investment. In 2020 dollars, 5 years of 150 new jobs will return \$3.92 to the business community each year in average corporate profits for every \$1.00 invested in economic development.

This ROI is understated because jobs will last well past 2024.

**Table 12**  
**Annual Return on Private Investment: Hartford**  
**\$2020**

	Computations	
Net Profit	\$60,939,080 (total output) x 7.71% average net profit =	\$4,698,403
5-year ROI	\$4,698,403 net profits/\$1,200,000 private investment =	<b>\$3.92 to \$1.00</b>

Source: NCDS, ESC I/O model. ESC assumptions.

## Public Sector Returns on Investment

From the public sector’s perspective a return on investment can be measured by new taxes created by jobs. **Table 13** shows the \$282,754 in total taxes projected for Minnehaha and Lincoln County, municipalities from **Table 10**.

**Table 13**  
**Minnehaha and Lincoln Municipalities**  
**Return on Investment: \$2020**

Public Sector	Taxes Returned
Minnehaha and Lincoln County municipalities	<b>\$282,754</b>
<b>5-Year Public Return on Investment</b>	
Hartford City investor: \$282,754 total taxes/\$800,000 investment	<b>\$ .35 to \$1.00</b>

Source: NCDS, ESC I/O model.

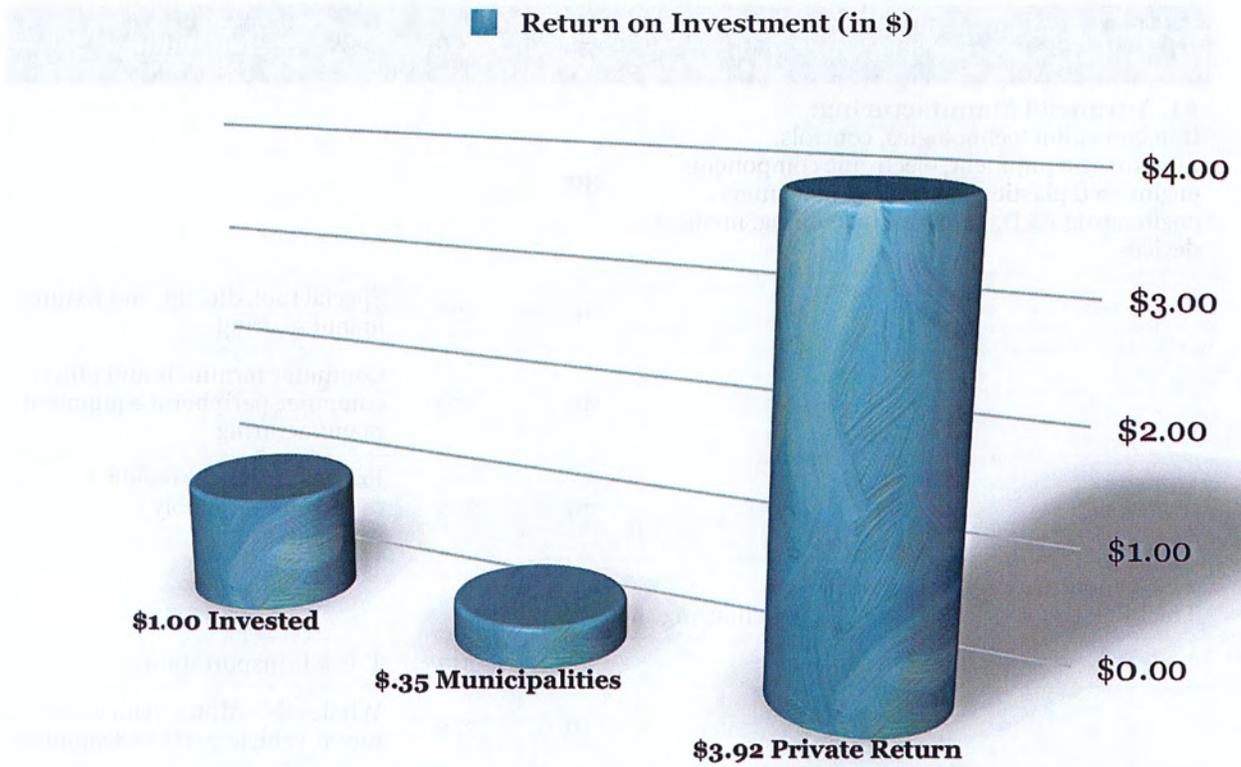
**Table 13** also shows how \$282,754 in total Minnehaha and Lincoln County projected municipal revenue can be divided by the \$800,000 invested by the City of Hartford to calculate a public return on investment. For every \$1.00 invested by the City of Hartford, \$.35 will be returned to all Minnehaha and Lincoln County municipalities in the form of new tax revenue. In about 3 years the return on investment will equal about \$1.00 returned to \$1.00 invested.

For a Hartford City return on investment, it would be necessary to estimate the share of municipal taxes returned to the City. While a significant amount of taxes will flow to Sioux Falls due to indirect and induced impacts of jobs, the City of Hartford will benefit from new tax revenue created by the 150 new Hartford jobs and the indirect and induced impacts on businesses located in Hartford.

Again, these ROIs are understated because jobs will last past 2024.

**Chart 2** illustrates the private and public sector ROIs.

**Chart 2: *Envision 2024*  
Returns on Investment**



Source: Tables 12, and 13

## APPENDIX I

### Hartford, South Dakota Target Industries and IMPLAN Sectors Job Goals by Target Industry and Sector

Targets	Job Goal	Sector	Sector Defined
<b>#1. Advanced Manufacturing:</b> transportation technologies, controls, measuring equipment, electronic components, engineered plastics, specialized machinery, engineering R&D, precision machining, medical devices.	<b>30</b>		
	10	277	Special tool, die, jig, and fixture manufacturing
	10	300	Computer terminals and other computer peripheral equipment manufacturing
	10	305	Printed circuit assembly (electronic assembly) manufacturing
<b>#2. Warehousing &amp; Distribution</b> Trucking, transportation services, warehousing.	<b>30</b>		
	10	417	Truck transportation
	10	392	Wholesale - Motor vehicle and motor vehicle parts and supplies
	10	396	Wholesale - Other durable goods merchant wholesalers
<b>#3. Food &amp; Beverage Processing,</b> Aquaculture, greenhouse crops, frozen foods, bakery, fruit vegetable & meat processing, snack foods, seasonings, soft drinks,	<b>30</b>		
	10	6	Greenhouse, nursery, and floriculture production
	10	19	Support activities for agriculture and forestry
	10	78	Frozen specialties manufacturing
<b>4. Cyber Security</b> technologies, processes, and practices designed to protect networks, devices, programs, and data from attack, damage, or unauthorized access.	<b>30</b>		

Targets	Job Goal	Sector	Sector Defined
	10	459	Custom computer programming services
	10	460	Computer systems design services
	10	475	Investigation and security services
<b>#5. Travel &amp; Tourism:</b> Hotels, restaurants, wineries, breweries, and other entertainment.	<b>30</b>		
	10	106	Breweries
	10	107	Wineries
	10	507	Hotels and motels, including casino hotels
<b>Total</b>	<b>150</b>		

Source: Hartford Area Development Foundation. Minnehaha/Lincoln I/O model. IMPLAN® sectors defined.

## APPENDIX II

### Distribution of Annual Spending by Category \$2020

Categories	Share of Total* (%)	Expenditure Total = \$12,824,806
<b>FOOD</b>	<b>12.9%</b>	<b>\$1,654,400</b>
Food at home	7.3%	\$936,211
Food away from home	5.6%	\$718,189
<b>ALCOHOLIC BEVERAGES</b>	<b>1.0%</b>	<b>\$128,248</b>
<b>HOUSING</b>	<b>30.5%</b>	<b>\$3,911,566</b>
<b>Shelter</b>	<b>17.1%</b>	<b>\$2,193,042</b>
Owned dwellings	10.7%	\$1,372,254
Mortgage interest and charges	4.0%	\$512,992
Rented dwellings	5.1%	\$654,065
Other lodging	1.3%	\$166,722
<b>Utilities, fuels and public services</b>	<b>6.8%</b>	<b>\$872,087</b>
Natural gas	1.0%	\$128,248
Electricity	2.3%	\$294,971
Fuel oil and other fuels	.2%	\$25,650
Telephone services	2.3%	\$294,971
Water and other public services	.9%	\$115,423
<b>Household operations</b>	<b>2.3%</b>	<b>\$295,971</b>
<b>Housekeeping supplies</b>	<b>1.2%</b>	<b>\$153,898</b>
<b>Household furnishings and equipment</b>	<b>3.3%</b>	<b>\$423,219</b>
<b>APPAREL AND SERVICES</b>	<b>3.2%</b>	<b>\$410,394</b>
<b>TRANSPORTATION</b>	<b>15.9%</b>	<b>\$2,039,144</b>
<b>Vehicle purchases</b>	<b>6.3%</b>	<b>\$807,963</b>
Cars and trucks, new	2.7%	\$346,270
Cars and trucks, used	3.6%	\$461,693
<b>Gasoline and motor oil</b>	<b>3.5%</b>	<b>\$448,868</b>
<b>Other vehicle expenses</b>	<b>4.8%</b>	<b>\$615,591</b>

Vehicle finance charges	.4%	\$51,299
Maintenance and repairs	1.6%	\$205,197
Vehicle insurance	1.6%	\$205,197
Vehicle rental and leases	1.3%	\$166,722
<b>Public transportation</b>	<b>1.3%</b>	<b>\$166,722</b>
<b>HEALTH CARE</b>	<b>9.0%</b>	<b>\$1,154,233</b>
<b>Health insurance</b>	<b>6.0%</b>	<b>\$769,488</b>
<b>Medical services</b>	<b>1.7%</b>	<b>\$218,022</b>
<b>Drugs</b>	<b>.9%</b>	<b>\$115,423</b>
<b>Medical supplies</b>	<b>.4%</b>	<b>\$51,299</b>
<b>ENTERTAINMENT</b>	<b>6.2%</b>	<b>\$795,138</b>
<b>PERSONAL CARE PRODUCTS/SERVICES</b>	<b>1.3%</b>	<b>\$166,722</b>
<b>EDUCATION</b>	<b>2.0%</b>	<b>\$256,496</b>
<b>CASH CONTRIBUTIONS</b>	<b>3.1%</b>	<b>\$397,569</b>
<b>PERSONAL INSURANCE AND PENSIONS</b>	<b>12.1%</b>	<b>\$1,551,802</b>
<b>Life and other personal insurance</b>	<b>.8%</b>	<b>\$102,598</b>
<b>Pensions and Social Security</b>	<b>11.2%</b>	<b>\$1,436,378</b>
<b>OTHER (reading, tobacco &amp; miscellaneous)</b>	<b>2.8%</b>	<b>\$359,095</b>

Source: Bureau of Labor Statistics, Consumer Expenditure Survey, 2018, Region of Residence, Midwest. BLS data released September, 2019.

Note: \* All shares are % of total. Shaded, major categories total 100%.

## APPENDIX III

### Minnehaha and Lincoln Counties Annual Output by Sector<sup>1</sup> - \$2020 And Top 10 Sectors for Business-to-Business Impacts (Sectors used for direct job impacts are shaded)

Rank	Sector	Output
	Total	\$60,939,080
	300 - Computer terminals and other computer peripheral equipment manufacturing	\$5,937,057
	106 - Breweries	\$4,035,804
	392 - Wholesale - Motor vehicle and motor vehicle parts and supplies	\$3,972,432
	78 - Frozen specialties manufacturing	\$3,779,002
	305 - Printed circuit assembly (electronic assembly) manufacturing	\$3,129,172
	107 - Wineries	\$2,812,376
	396 - Wholesale - Other durable goods merchant wholesalers	\$2,738,423
	417 - Truck transportation	\$2,373,591
	6 - Greenhouse, nursery, and floriculture production	\$2,194,392
	459 - Custom computer programming services	\$1,649,500
	277 - Special tool, die, jig, and fixture manufacturing	\$1,627,336
	460 - Computer systems design services	\$1,475,551
1	<b>447 - Real estate establishments:</b> Lessors of industrial commercial and residential real estate, agents & brokers (commissions), REITs, managers' offices, listing services, appraisal services, escrow agencies.	\$1,235,479
2	<b>469 - Management of companies and enterprises</b>	\$1,203,805
3	<b>490 - Hospitals</b>	\$1,082,640
	507 - Hotels and motels, including casino hotels	\$1,076,278
4	<b>445 - Insurance agencies, brokerages, and related activities</b>	\$1,028,053
5	<b>441 - Monetary authorities and depository credit intermediation activities = Banks and Credit Unions.</b> Output of commercial banks, savings institutions, and credit unions which includes: 1) funds, trusts, and other financial vehicles, 2) administrative expenses of pension funds, 3) service charges on deposit accounts and cash management, 4) service charges and fees on credit card accounts, 5) loan origination on all other consumer loans, 6) other products supporting financial services, and 7) ATM and other electronic transaction fees.	\$1,001,765
6	<b>444 - Insurance carriers, except direct life</b>	\$928,048

7	<b>449<sup>2</sup></b> - Imputed rental activity for <b>owner-occupied</b> dwellings = <b>HOUSING</b> + includes mortgage payments	\$905,382
8	<b>2 - Grain farming</b>	\$806,589
9	<b>400 - Wholesale - Other nondurable goods merchant wholesalers</b>	\$737,974
	475 - Investigation and security services	\$630,568
10	<b>394 - Wholesale - Household appliances and electrical and electronic goods</b>	\$592,180
	393 - Wholesale - Professional and commercial equipment and supplies	\$531,588
	483 - Offices of physicians	\$501,904
	19 - Support activities for agriculture and forestry	\$462,494
	395 - Wholesale - Machinery, equipment, and supplies	\$440,433
	47 - Electric power transmission and distribution	\$440,300
	398 - Wholesale - Grocery and related product wholesalers	\$405,013
	439 - Nondepository credit intermediation and related activities	\$402,630
	472 - Employment services	\$304,221
	509 - Full-service restaurants	\$284,158
	420 - Scenic and sightseeing transportation and support activities for transportation	\$281,507
	510 - Limited-service restaurants	\$280,704
	465 - Advertising, public relations, and related services	\$263,419
	431 - Radio and television broadcasting	\$260,171
	433 - Wired telecommunications carriers	\$256,737
	448 - Tenant-occupied housing	\$245,909
	421 - Couriers and messengers	\$239,929
	442 - Other financial investment activities	\$238,605
	147 - Paperboard container manufacturing	\$224,315
	413 - Retail - Nonstore retailers	\$221,386
	512 - Automotive repair and maintenance, except car washes	\$214,727
	455 - Legal services	\$210,505
	65 - Flour milling	\$208,031
	446 - Funds, trusts, and other financial vehicles	\$204,777
	397 - Wholesale - Drugs and druggists' sundries	\$192,982
	456 - Accounting, tax preparation, bookkeeping, and payroll services	\$189,752

511 - All other food and drinking places	\$185,231
60 - Maintenance and repair construction of nonresidential structures	\$159,715
411 - Retail - General merchandise stores	\$157,830
406 - Retail - Food and beverage stores	\$156,503
408 - Retail - Gasoline stores	\$146,883
457 - Architectural, engineering, and related services	\$140,579
521 - Religious organizations	\$140,355
399 - Wholesale - Petroleum and petroleum products	\$139,777
415 - Rail transportation	\$139,095
422 - Warehousing and storage	\$138,474
453 - Commercial and industrial machinery rental and leasing	\$136,845
479 - Waste management and remediation services	\$135,431
473 - Business support services	\$131,918
491 - Nursing and community care facilities	\$131,597
526 - Postal service	\$130,920
462 - Management consulting services	\$126,669
438 - Internet publishing and broadcasting and web search portals	\$125,415
481 - Junior colleges, colleges, universities, and professional schools	\$125,276
476 - Services to buildings	\$122,360
484 - Offices of dentists	\$120,669
440 - Securities and commodity contracts intermediation and brokerage	\$112,984
402 - Retail - Motor vehicle and parts dealers	\$106,591
515 - Commercial and industrial machinery and equipment repair and maintenance	\$102,548
<b>299 sectors with new output. Please contact NCDS, ESC for detailed output in sectors with less than \$100,000</b>	

Source: National Community Development Services Input/Output model for Minnehaha and Lincoln Counties. County data, MIG, Inc., IMPLAN, 2018, data released December, 2019.

- Notes: 1. Sectors used to define inputs are shaded and not used in the “top 10 impacts” because these inputs are the direct impacts that create outputs from indirect and induced impacts, the very important business-to-business impacts.
2. Sector 449 treats homeownership and maintenance like a rental industry and includes purchases made by homeowners for the upkeep of residences and payments on mortgages. This approach was created by the Bureau of Economic Analysis, BEA, to manage home ownership spending in the National Income and Product Accounts, NIPAs.

## APPENDIX IV

### ABOUT NCDS AND THE ECONOMIC STRATEGY CENTER



#### Economic Strategy Center

National Community Development Services, Inc. (NCDS) is a pioneer in nonprofit, community-based fundraising. Since 1977, NCDS has raised over \$1.7 billion for more than 700 organizations, in 44 states across the U.S.

The Economic Strategy Center is the economic research and analysis division of NCDS. The ESC applies research tools and techniques to evaluate the economic impacts of development programs. It conducts in depth research using local, state and national sources.

Over 20 years ago, NCDS pioneered the use of economic impact analyses in fundraising campaigns to convey the Return on Investment, ROI of our clients' programs, based on projected outcomes of new jobs, capital investment, industry sector growth, and other client goals.

The ESC helps clients address three types of issues:

- **Market Analysis** - How will my organization be affected by changes in the economy? What should I do to respond to them?
- **Cost/Benefit Analysis** - What will be the economic impact/benefits and costs of my project/program? What should I do to maximize net value? What is the return on investment?
- **Economic Development Strategy** - How can my project/program affect business growth and attraction? How can I best target my efforts?

The ESC creates:

- **Economic Impact Analysis** - The direct, indirect and induced impacts that multiply to create more jobs, income, value added and output. Impacts of new spending and new output include computations of potential new bank deposits and new local tax revenue. Return on investment ROIs are calculated for both private and public sector investments.
- **Scorecard** - The Economic Impact Analysis of success with job creation and new investment to show impacts and return on investment.
- **Info-graphic** - Summary graphics to illustrate impacts and returns on investment.

The ESC uses the latest data and techniques available. We are members of *C2ER - The Council for Community and Economic Research* (formerly ACCRA), and *The International Economic Development Council*.

For more information visit: <http://www.ncdsinc.net/ESC.htm>

# HADF Envision 2025 Program of Work

## EXHIBIT

# 11

QUALITY OF LIFE TOPICS  
HARTFORD, SD

EXHIBIT 11 – ENVISION 2025 QUALITY OF LIFE TOPICS

ITEM	CATEGORY	TOPIC
1	EDUCATION	Grow school plan with population targets. Maintain and enhance quality educ.
2	EDUCATION	Improve outcomes by having more personalized learning at all K-12 levels.
3	EDUCATION	Post-secondary education nearby (e.g. USD).
4	GOVERNMENT	Quarterly discussion for all citizens to discuss policy and planning.
5	HOUSING	Affordable (not income based). Rent/leased/owned. SVE loan program?
6	HOUSING	CP2017 Tables 4-5, Appendix 1 – Land use location and design criteria.
7	HOUSING	Mobile home park – build trust, build public roads, meet “where we’re at.”
8	HOUSING	Use infill lots for living options closer to downtown. Place-making.
9	INDUSTRY	Call centers desirable. OK wages, labor sourced in Hartford. Low impact site.
10	INDUSTRY	Create jobs to enhance Hartford day-time population and economic vitality.
11	INDUSTRY GROWTH	Assist Sioux Falls industrial growth with supporting industries here.
12	INDUSTRY GROWTH	CP2017 Appendix 1; Economic Impact Assessment Executive Summary (para 5).
13	INDUSTRY GROWTH	Jobs that require intellectual abilities, e.g. software dev, engineering, IT.
14	INDUSTRY GROWTH	No growth wanted—we have a small-town marketplace that can/should prosper.
15	INDUSTRY GROWTH	State grants are available – use that resource.
16	INFRASTRUCTURE	Water and wastewater solutions planned ahead and public financed.
17	NIMBY	Environmentally friendly industry, construction, energy solutions only.
18	NIMBY	Industry that detracts from clean air, renewable power, adequate water.
19	NIMBY	Storage units and light/heavy in travelers’ sightline approaching/in Hartford.
20	PARK & REC	Dog park. Finish sports complex. Upgrade/add in/outdoor pool, community CTR.
21	POULATION	CP2017 Page 10 Population Projection vs. Desired Outcomes 2030-2050.
22	RETAIL	Additional health/mental health clinics and/or specialists option nearby.
23	RETAIL	Address Buffalo Ridge challenge as “gateway” to Hartford. Impress tourists!
24	RETAIL	Bowling alley/film center to host family activities/daycare in multi-use facility?
25	RETAIL	Family attraction clustered destination(s) (walk, shop, eat, entertain).
26	RETAIL	Festivals tied to our retail, parks, paths, pool. WIFI downtown. SVE sponsors.
27	RETAIL	Food establishments, including fast food.
28	RETAIL	Fun options for seniors, children, adolescents, spa, skateboard/BMX track.
29	RETAIL	Interstate exit, downtown, commercial center preferences or balance.
30	RETAIL	Outlet mall near interstate with destination appeal. Anchor w/BassPro/Cabela?
31	RETAIL	Unique Hartford SD identity and branding. Ally with ag – use pride of heritage.
32	SPORTS & REC	Bike paths connecting parks, key city areas between Western and 38. Gardens.
33	SPORTS & REC	Family focus. Miniature golf. Bumper car. Go kart.
34	TRANSPORTATION	Highway 38 and Western Avenue shoulders, lighting, signage.
35	TRANSPORTATION	Intersections downtown. Bike safety.
36	TRANSPORTATION	Interstate Exit 387 improvement (lights, town entry, sidewalks, bridge width).
37	TRANSPORTATION	Interstate Exit 387/390 ramp traffic light improvements.
38	TRANSPORTATION	Inventory “continuous sidewalks” and 10-year repair/expand/cost co-pay? plan.
39	TRANSPORTATION	Per TIP/Street Capital Improve plan - continue street pavement/reduce dust.
40	TRANSPORTATION	Planter systems, bulb-outs, trees, natural beautification. Walk safety. Parking.
41	TRANSPORTATION	Railroad spur to enhance industrial and movement of farm products.

the 1990s, the number of people in the world who are under 15 years of age has increased from 1.1 billion to 1.3 billion (UNEP 2000).

As a result of the increasing number of children in the world, the number of children in the world who are under 5 years of age has increased from 0.8 billion to 1 billion (UNEP 2000). This increase in the number of children in the world has led to a corresponding increase in the number of children who are under 5 years of age who are at risk of malnutrition.

Malnutrition is a major cause of child mortality and morbidity in the developing world. It is a condition in which the body does not get the nutrients it needs to grow and stay healthy. Malnutrition can lead to a number of health problems, including stunted growth, weakened immune systems, and increased susceptibility to infections.

There are a number of factors that can lead to malnutrition, including lack of access to food, lack of access to clean water, and lack of access to health care. Malnutrition is a complex problem that requires a multi-faceted approach to address it.

One of the most important ways to address malnutrition is to ensure that children have access to enough food. This can be done by increasing the production of food in the developing world and by ensuring that food is distributed fairly.

Another important way to address malnutrition is to ensure that children have access to clean water. This can be done by building wells and other water supply systems in the developing world.

Finally, it is important to ensure that children have access to health care. This can be done by building health centers and training health workers in the developing world.

Malnutrition is a serious problem that affects millions of children in the developing world. It is a condition that can lead to a number of health problems, including stunted growth, weakened immune systems, and increased susceptibility to infections.

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# HARTFORD

AREA DEVELOPMENT FOUNDATION

*Envision 2024*  
**Economic Impact Analysis**  
**Return on Investment**

**February 24, 2020**

Prepared by:



**Economic  
Strategy Center**

*The research and analysis division of NCDS Inc.*  
6300 Powers Ferry Road, Suite 600-165, Atlanta, GA 30339  
517 449.0900 \* [www.ncdsinc.net](http://www.ncdsinc.net)

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# Introduction

This analysis computes the economic impact of the Hartford Area Development Foundation’s plans for attracting new business to Hartford from 2020 through 2024. The plan, called *Envision 2024* targets companies in five major industries with a goal of creating 150 new jobs. The five “target industries” are: 1) advanced manufacturing, 2) warehousing and distribution, 3) food and beverage processing, i.e. value added agriculture, 4) cyber security, and 5) travel and tourism.

Economic impacts were computed by an Input/Output, I/O model created for Minnehaha and Lincoln Counties. The model is based on the latest data available, 2018, from IMPLAN®, the most widely used system in the USA to compute impacts. For the new 2018 data, IMPLAN® data is grouped into 546 possible sectors, an increase of 10 sectors from the previous 536. The model created for Minnehaha and Lincoln Counties has 316 sectors, and after entering jobs by sector as inputs, 299 sectors were impacted. Economic impacts are measured by: jobs, income, value added, and output.

**Table 1** summarizes the total annual economic impacts (direct, indirect, and induced) in 2020 dollars for 150 new jobs. **Table 1** shows that total annual impacts from 150 direct jobs are projected to be 290 total jobs and these jobs will create over \$60,939,080 in new output (new business).

**Table 1** includes all the other economic impacts including: income, spending, savings and taxes. Private sector investors will receive a \$3.92 return on investment, ROI each year in average corporate profits for every \$1.00 invested. A public ROI shows that County municipalities will receive \$.35 in taxes returned for every \$1.00 invested, a 3-year payback.

**Table 1: Annual Total Economic Impact Summary - \$2020**

Impact Measure	Total Impact
Jobs	290
Income	\$16,354,535
Value added	\$26,336,340
Output	\$60,939,080
Disposable income	\$13,373,103
Consumer spending	\$12,824,806
Savings deposit potential	\$1,023,042
Minnehaha/Lincoln Counties taxes	\$83,898
Minnehaha/Lincoln Counties municipal	\$282,754
Minnehaha/Lincoln Counties tax districts	\$269,233
Return on investment, ROI - private sector	\$3.92 profits : \$1.00 invested
ROI - Minnehaha/Lincoln Municipalities	\$.35 in taxes : \$1.00 invested (3-yr. payback)

Source: NCDS, ESC I/O model for the EDB for Minnehaha and Lincoln Counties, SD.

## Executive Summary

- The Hartford Area Development Foundation's *Envision 2024* has a goal to create 150 jobs over the next 5 years. Job growth will return \$3.92 to the business community in average corporate profits each year for every \$1.00 invested in economic development. Minnehaha and Lincoln County municipalities will receive \$.35 in new tax revenue each year for every \$1.00 invested by the City of Hartford. That means the payback is about 3 years.
- While a significant amount of taxes will flow to Sioux Falls due to indirect and induced impacts of jobs, the City of Hartford will benefit from new tax revenue created by the 150 new Hartford jobs and the indirect and induced impacts on businesses located in Hartford.
- Hartford is a city in Minnehaha County, South Dakota, United States. A suburb of Sioux Falls, Hartford lies a few miles northwest of the city. The population was estimated to be 3,364 in July 2018, up from 2,534 at the 2010 census, a 32.8 % increase. Sioux Falls, with a population of 181,883 in July of 2018, is much larger but the increase from the 2010 census was just 18.1%.
- The fact that Minnehaha County is a population and employment center means that while all direct job impacts from success with business locations will occur in Hartford, there will be relatively more indirect and induced impacts throughout the Sioux Falls metropolitan area due to relatively more employees and relatively more commercial activity than Hartford.
- *Envision 2024* is working to attract new businesses to Hartford and its marketing strategy is focused on 5 "target industries": 1) advanced manufacturing, 2) warehousing and distribution, 3) food and beverage processing, i.e. value added agriculture, 4) cyber security, and 5) travel and tourism. The goal is to help create 150 new jobs in Hartford.
- By 2024 the *Envision 2024* goal to create 150 jobs will create new income of \$8.4 million, new value added of \$13.2 million and output (total business) of \$36.4 million. These are the initial and "direct" impacts. Then as indirect impacts accumulate through business-to-business purchasing, and all those affected spend new income (induced impacts), the initial impacts multiply to create 290 total jobs, a multiplier of 1.93, and \$16.4 million of new income, a multiplier of 1.95. Value added will multiply by 1.99 to total \$26.3 million and output by 1.68 to total \$60.9 million.
- Annual new income of \$16.4 million from job creation means new disposable income, spending, savings, and new federal, state and local taxes. New income will create disposable income of \$13.4 million in 2020 dollars. This disposable income will create \$12.8 million in new consumer expenditures and \$1.0 million in new savings deposit potential.
- Increased consumer spending in Minnehaha and Lincoln Counties by \$12.8 million annually is a benefit to all businesses. Housing leads the list of 10 major spending categories, followed by transportation and food. Health care and entertainment are in the middle and personal care ranks last among major categories.
- Total new output is \$60.9 million. Real estate, with \$1.2 million in output leads the list of top sectors, followed by management of companies and hospitals. Insurance agencies and banks and credit unions round out the top 5 sectors. Insurance carriers ranks 6th, followed by owner occupied housing. Grain farming ranks 8th while wholesale trade ranks 9th and 10th.

# Economic Impact Analysis

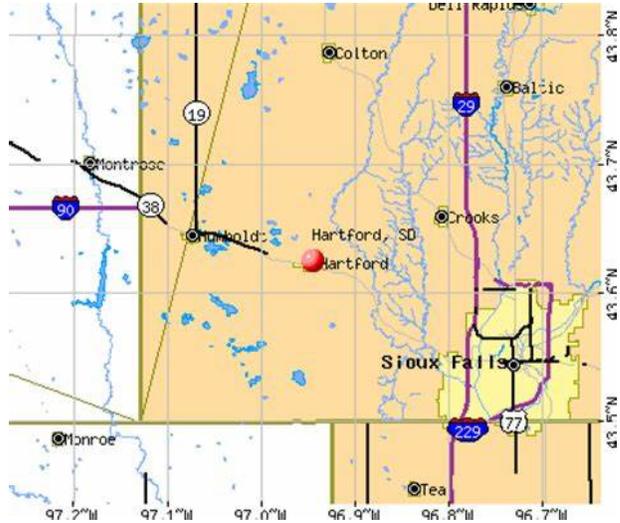
## A. Hartford and the Sioux Falls Area

Hartford is a city in Minnehaha County, South Dakota, United States. A suburb of Sioux Falls, Hartford lies a few miles northwest of the city. The population was estimated to be 3,364 in July 2018, up from 2,534 at the 2010 census, a 32.8 % increase. Sioux Falls, with a population of 181,883 in July of 2018, is much larger but the increase from the 2010 census was just 18.1%.

Hartford has a volunteer fire department, law enforcement, churches, civic organizations, schools, 80 acres of park space, an 18 hole golf course, swimming pool, banks, grocery store, convenience stores, health clinic, pharmacy, dentist, car wash, laundromat, restaurants and many other shopping stores. Hartford is a progressive and growing community.

The Hartford Area Development Foundation is working to attract new businesses and residents with *Envision 2024*.

Hartford is part of the the Sioux Falls Metropolitan Statistical Area, MSA which includes 4 counties: Lincoln, McCook, Minnehaha and Turner. Sioux Falls is the largest city in South Dakota. It is the County seat of Minnehaha County and also extends into Lincoln County to the south.



**Table 2** shows that the Sioux Falls MSA has a total population of 265,653. Minnehaha is the largest of the 4 counties with a population of 192,876, 72.6% of the MSA total. Minnehaha also has 84.5% of the MSA total employment.

Hartford has a population of 3,364 and is a short drive to Sioux Falls. The fact that Minnehaha County is a population and employment center means that while all direct (job) impacts from success with business expansions and locations will occur in Hartford, there

will be relatively more indirect and induced impacts throughout the Sioux Falls MSA due to relatively more employees and relatively more commercial activity.

Indirect impacts come from business to business activity, like suppliers, and induced impacts come from more income being spent by all those affected by new jobs.

**Table 2: Sioux Falls Metropolitan Statistical Area  
County Populations and Employment**

County	Population Estimates July 1, 2018	% of Population	Employment 2017*	% of Employment
Lincoln	58,807	22.1%	19,756	13.8%
McCook	5,546	2.1%	979	0.7%
Minnehaha	192,876	72.6%	121,091	84.5%
Turner	8,424	3.2%	1,462	1.0%
Total	265,653	100.0%	143,288	100.0%

Source: U.S. Census.

Note: \* Proprietors and partners of unincorporated businesses are not included.

### ***B. The Input/Output Model***

This analysis quantifies the economic impacts of *Envision 2024*. It computes the impacts of employment increases in Hartford and the region.

Economic impacts were computed by an Input/Output, I/O model created for Minnehaha and Lincoln Counties. Minnehaha and Lincoln Counties account for 94.7% of the MSA’s 4-county population. Input/Output analysis uses county data and using two counties includes a large number of sectors needed for the analysis.

Employment increases in certain sectors are the direct impacts (inputs) that generate additional indirect and induced employment, income and business activity in many other sectors. Economic impacts are measured by: jobs, income, value added, and output. Income includes both wage and salary income from direct and indirect jobs, and proprietor income to those owners and self employed persons affected by indirect and induced spending. Value added includes labor income and indirect business taxes, like sales taxes. Value added also includes other income, such as rent. Output is the total of value added (e.g. labor) and the value of all goods used in production. Impacts also include spending and savings from disposable income, and new federal, state and local taxes.

***Output*** measures the value of all sales of goods and services at every level. Therefore it is the sum of final purchases and intermediate inputs. This results in the double counting of intermediate purchases, e.g. suppliers for OEMs, which is correct when describing every business transaction, but it is different than “Gross Regional Product”. ***Gross Regional Product*** is the final market value of the goods and services produced by labor and property, without the intermediate sales. Output is always more than gross regional product (see **Table 3**).

**Table 3: Minnehaha/Lincoln  
Input/Output Model**

<b>Model Year<sup>1</sup></b>	<b>2018</b>
<b>Gross Regional Product</b>	<b>\$19,270,981,428</b>
<b>Total Output<sup>2</sup></b>	<b>\$36,008,030,378</b>
<b>Total Personal Income</b>	<b>\$14,606,282,494</b>
<b>Total Employment</b>	<b>198,122</b>
<b>Total possible sectors<sup>3</sup></b>	<b>546</b>
<b>Sectors in Minnehaha/Lincoln Counties</b>	<b>316</b>
<b>Sectors with new output</b>	<b>299</b>
<b>Land Area (square miles)</b>	<b>1,387</b>
<b>Population</b>	<b>251,683</b>
<b>Total Households</b>	<b>100,792</b>
<b>Average Household Income<sup>4</sup></b>	<b>\$144,915</b>

Source: NCDS, ESC. MIG, Inc., IMPLAN®.

- Note: 1) Data was released December 2019 for 2018 “tax split” data. This tax split data includes the ability to separate state and local tax impacts. See **Table 10**.
- 2) Output measures the value of all sales of goods and services, see definition above.
- 3) The IMPLAN® system has 546 possible sectors, an increase of 10 sectors (from 536) as of the release of 2018 data.
- 4) Average household income in this model is much different than U.S. Census definitions for median household income. This is because “IMPLAN®” data used in the model includes other forms of income. It includes imputed income resulting from home ownership (the largest portion by far), free checking, services provided by non-profits to households, and some other “income” type items.

The model, summarized in **Table 3** is based on 2018 data for IMPLAN® released in December, 2019. IMPLAN® is the most widely used system to compute impacts. The I/O model uses Bureau of Economic Analysis BEA data and incorporates revisions to the National Income and Product Accounts, and new data from the Census Bureau. It includes the latest regional accounts, and latest results from the Census of Agriculture, Bureau of Labor Statistics Survey and Commodity Flow Survey. The IMPLAN® system now has 546 possible sectors, an increase of 10 sectors (from 536) as of the release of 2018 data. The additional sectors allow for 9 sectors to describe wholesale trade (392 - 401) instead of just one, 395. Both owner-occupied and tenant-occupied housing have sectors instead of just one, and several other minor changes clarify sector definitions.

The model computed total new output for 299 of 316 sectors in the model. Sectors in the model are defined by groups of NAICS codes, the *North American Industry Classification System*. The I/O model contains all the linkages (trade flows) in the economy.

### C. Planning for Success

*Envision 2024* is working to attract new businesses to Hartford and its marketing strategy is focused on 5 “target industries”: 1) advanced manufacturing, 2) warehousing and distribution, 3) food and beverage processing, i.e. value added agriculture, 4) cyber security, and 5) travel and tourism. The goal is to help create 150 new jobs in Hartford.

**Table 4** includes definitions of each target industry and shows that a goal of 30 jobs was allocated to each target industry totaling 150 jobs.

**Appendix I** shows how IMPLAN® sectors were selected that represent each of the 5 target industries. In order to compute the impacts of 150 new jobs, 3 IMPLAN® sectors were selected for each target industry and 10 jobs were assigned to each of the 15 sectors. To project the goal of 150 jobs, these 15 sectors and 150 jobs were entered into the I/O model.

**Table 4: Hartford, South Dakota  
Target Industries and IMPLAN® Sectors  
Job Goals by Target Industry**

Targets	Job Goal
<b>#1. Advanced Manufacturing:</b> transportation technologies, controls, measuring equipment, electronic components, engineered plastics, specialized machinery, engineering R&D, precision machining, medical devices.	30
<b>#2. Warehousing &amp; Distribution</b> Trucking, transportation services, warehousing.	30
<b>#3. Food &amp; Beverage Processing,</b> Aquaculture, greenhouse crops, frozen foods, bakery, fruit vegetable & meat processing, snack foods, seasonings, soft drinks,	30
<b>4. Cyber Security</b> technologies, processes, and practices designed to protect networks, devices, programs, and data from attack, damage, or unauthorized access.	30
<b>#5. Travel &amp; Tourism:</b> Hotels, restaurants, wineries, breweries, and other entertainment.	30
<b>Total</b>	<b>150</b>

Source: Hartford Area Development Foundation.

### D. Economic Impact of New Jobs

The result of entering 150 jobs from **Table 4** into the I/O model was very significant impacts (outputs) on additional jobs, income and output.

**Table 5**, which follows shows a summary of the impacts created by new jobs. **Table 5** shows the 150 “direct” job totals and the total of “direct, indirect, and induced” impacts. Indirect impacts come from the purchases of goods and services, business-to-business. As all those impacted by the new jobs spend their earnings, there are “induced” impacts.

The total impact of new jobs adjusted to 2020 is 290 jobs, \$16.4 million of new income, \$26.3 million of new value added, and \$60.9 million of new output.

**Table 5: Annual Impact of New Jobs in Hartford  
\$2020**

Impact Type	Jobs	Income <sup>4</sup>	Value Added <sup>5</sup>	Output <sup>6</sup>
<b>Direct Impact<sup>1</sup></b>	150	\$8,368,450	\$13,212,108	\$36,358,975
<b>Indirect Impact<sup>2</sup></b>	72	\$4,465,609	\$7,167,311	\$14,075,196
<b>Induced Impact<sup>3</sup></b>	68	\$3,520,477	\$5,956,921	\$10,504,908
<b>Total Impact</b>	290	\$16,354,535	\$26,336,340	\$60,939,080

Sources: NCDS Input/Output model for Minnehaha and Lincoln Counties, SD. County data, MIG, Inc., IMPLAN®.

- Notes: **1. Direct Impact:** Impact generated directly from the jobs created.  
**2. Indirect Impact:** Changes in employment, income, and output (business sales) in various industry sectors of the local economy supplying goods and services to the companies that expanded.  
**3. Induced Impact:** The ripple effect of increased income as employees spend.  
**4. Income:** Employee compensation + proprietor income (owner wages).  
**5. Value Added:** Labor income + indirect business taxes + other property type income.  
**6. Output:** Value Added + intermediate inputs (goods used in production).

### ***E. Jobs Multiply Through the Economy***

The ripple effect of jobs is computed based on multipliers. These multipliers show the impacts of sales, income, spending and saving, which in turn increase the employment and earnings of other business sectors. **Table 6**, which follows, shows that 150 direct jobs will create new income of \$8.4 million, new value added of \$13.2 million and new output of \$36.4 million.

These are the initial and “direct” impacts. Then as indirect impacts accumulate through business-to-business purchasing, and all those affected spend new income (induced impacts), the initial impacts multiply to create 290 new jobs, a multiplier of 1.93, and \$16.4 million of new income, a multiplier of 1.95. Value added multiplies by 1.99 to total \$26.3 million and output by 1.68 to total \$60.9 million.

**Table 6 : Jobs, Income, Value Added and Output  
Multiply for Greater Annual Impact: \$2020**

	<b>Jobs</b>	<b>Income</b>	<b>Value Added</b>	<b>Output</b>
<b>Direct Impact</b>	150	\$8,368,450	\$13,212,108	\$36,358,975
<b>Multiplier</b>	<b>1.93</b>	<b>1.95</b>	<b>1.99</b>	<b>1.68</b>
<b>Total Impact</b>	290	\$16,354,535	\$26,336,340	\$60,939,080

Sources: NCDS I/O model for Minnehaha and Lincoln Counties, SD. County data, MIG, Inc., IMPLAN®.

***F. Spending From New Jobs - Making an Impact***

Annual new income of \$16.4 million from job creation means new disposable income, spending and savings. New income and spending also means new federal, state and local taxes (see H. Tax Impacts).

**Table 7** shows that new income will create disposable income of \$13.4 million in 2020 dollars. This disposable income will create \$12.8 million in new consumer expenditures and \$1.0 million in new savings deposit potential.

**Table 7: Jobs and Payrolls Generate  
Annual Spending and Savings - \$2020**

<b>Total New Income</b>	<b>\$16,354,535</b>
<b>Disposable Personal Income<sup>1</sup></b>	<b>\$13,373,103</b>
<b>Consumer Expenditures<sup>2</sup></b>	<b>\$12,824,806</b>
<b>Savings Deposit Potential<sup>3</sup></b>	<b>\$1,023,042</b>

Sources: National Community Development Services Input/Output model for Minnehaha and Lincoln Counties, SD. County data, IMPLAN®, 2018. DPI, PCE and savings deposit percent of income, Bureau of Economic Analysis, 2017-2019, 10-quarter averages. Last revision September 27, 2019.

- Notes: **1. Disposable Personal Income:** Personal income less taxes. Latest 10-quarter average annual percent, Bureau of Economic Analysis.  
**2. Consumer Expenditures:** Disposable personal income less interest, personal transfer payments, and personal savings. Latest 10-quarter average annual percent, Bureau of Economic Analysis.  
**3. Savings Deposit Potential:** Personal savings rate average annual percent over latest 10 quarters = 7.65%.

**Table 8: New Annual Spending by Category - \$2020**

Rank	Spending Category	Spending in Millions
1	Housing	\$3,911,566
2	Transportation	\$2,039,144
3	Food	\$1,654,400
4	Personal insurance and pensions	\$1,551,802
5	Health care	\$1,154,233
6	Entertainment	\$795,138
8	Apparel and services	\$410,394
7	Cash contributions	\$397,569
9	Education	\$256,496
10	Personal care	\$166,722

Sources: NCDS Input/Output model for Minnehaha and Lincoln, SD. Bureau of Labor Statistics, Consumer Expenditure Survey, Midwest, 2018, released September, 2019. See **Appendix II**.

The projected impact of new jobs is increasing consumer expenditures in Minnehaha and Lincoln Counties by \$12.8 million annually, a benefit to all businesses. **Table 8** shows that housing leads the list of 10 major spending categories, followed by transportation and food. Health care and entertainment are in the middle and personal care ranks last among major categories.

For detailed spending by category, please see **Appendix II**.

### ***G. New Output by Sector***

Detailed outputs from jobs come from the I/O model built for Minnehaha and Lincoln Counties. Output by sector differs from spending categories due to definitions and the way data is collected and structured. For example, housing is the largest spending category with \$3,911,566 (see **Table 8**) based on Bureau of Labor Statistics BLS, surveys, but ranks 7<sup>th</sup> with \$905,382 in new output (see **Table 9**) based on the way the National Income and Product Accounts (NIPAs) are assembled and what is included in “housing”. The definitions of “housing spending” and “housing output” are

much different. Housing (owner-occupied) spending as defined by the BLS is much larger than output because it includes spending for utilities, operations, supplies, furnishings and equipment.

The model computed total output for 351 business sectors that had new business (new output) adjusted to 2020. Sectors in the model are defined by groups of NAICS codes. **Table 9** shows the “top 10” sectors impacted by 290 jobs.

**Table 9: New Annual Output  
Top 10 Sectors - \$2020**

Rank	Output Category	Output
1	Real estate	\$1,235,479
2	Management of companies	\$1,203,805
3	Hospitals	\$1,082,640
4	Insurance agencies	\$1,028,053
5	Banks and credit unions	\$1,001,765
6	Insurance carriers	\$928,048
7	Housing. - owner occupied	\$905,382
8	Grain farming	\$806,589
9	Wholesale - nondurables	\$737,974
10	Wholesale - electrical & electronic	\$592,180

Sources: NCDS Input/Output model for Minnehaha and Lincoln Counties. County data, MIG, Inc., IMPLAN. See **Appendix III**.

Total output is the best way to see total impacts because it captures all business activity. Total new output is \$60.9 million. Output is the sum of all labor income, indirect business taxes, other property type income and all the intermediate inputs, i.e. goods used in production.

Real estate, with \$1.2 million in output leads the list of sectors, followed by management of companies and hospitals. Insurance agencies and banks and credit unions round out the top 5 sectors. Insurance carriers ranks 6<sup>th</sup> in total impact, followed by owner occupied housing. Grain farming ranks 8<sup>th</sup> while wholesale trade ranks 9<sup>th</sup> and 10<sup>th</sup>.

**Appendix III** lists many other sectors with business output from new jobs. The “top 10” and many other sectors represent groups of potential investors in economic development.

### ***H. Tax Impacts from Jobs***

*Envision 2024* is working to attract new businesses to Hartford and has targeted industries to create 150 new jobs over the next 5 years. During this period the 150 jobs are projected to create a total of 290 jobs.

As jobs multiply through the economy taxes will be generated for Minnehaha and Lincoln Counties, their municipalities, and special tax districts like schools and fire. **Table 10** shows that in 2020 dollars, The Counties will be receiving \$83,898 in new County taxes each year, while their cities, townships and villages will be receiving \$282,754 each year. Special districts will be receiving \$269,233.

While Minnehaha and Lincoln Counties and its taxing units will be receiving \$635,885 in new annual taxes, the State of South Dakota will be receiving \$856,182. The federal government will be receiving the most, with \$3,267,887 in new taxes primarily due to social security and income taxes.

**Table 10: Projected Annual Taxes Received  
Minnehaha and Lincoln Counties, County Municipalities  
Special Taxing Districts, South Dakota and Federal: \$2020**

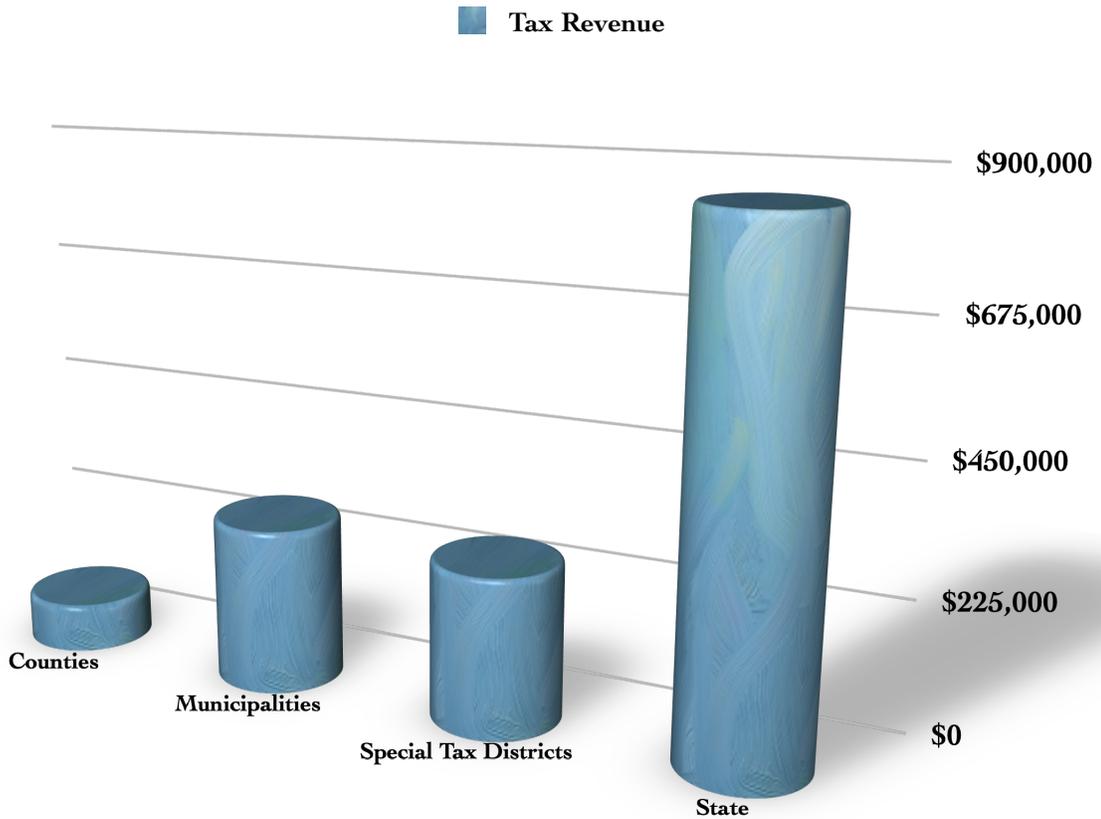
<b>Governmental Unit<sup>1</sup></b>	<b>Tax on Production &amp; Imports*</b>	<b>Households</b>	<b>Total<sup>2</sup></b>	<b>Percent Of Total</b>
Minnehaha and Lincoln Counties	\$80,925	\$2,973	<b>\$83,898</b>	<b>5.6%</b>
Minnehaha and Lincoln Counties Municipalities	\$281,577	\$1,177	<b>\$282,754</b>	<b>19.0%</b>
Minnehaha and Lincoln Counties special tax districts, e.g. schools, fire.	\$266,156	\$3,077	<b>\$269,233</b>	<b>18.0%</b>
<b>Sub-Total</b>	\$628,658	\$7,227	<b>\$635,885</b>	
State of South Dakota	\$810,280	\$45,902	<b>\$856,182</b>	<b>57.4%</b>
<b>TOTAL</b>	\$1,438,938	\$53,129	<b>\$1,492,067</b>	<b>100.0%</b>
Federal Government			<b>\$3,267,887</b>	

Source: NCDS, ESC I/O model for Minnehaha and Lincoln Counties, SD.

Note: \* "Tax on production & imports less subsidies that are netted out." As part of the 2003 NIPA revision, this replaced indirect business taxes and non-tax payments as one of the three components of value added. This component (column) includes sales and excise taxes, customs duties, property taxes, motor vehicle licenses, severance taxes, other taxes, and special assessments. It excludes most non-tax payments, and subsidies are netted out. State & Local Non-taxes such as fees and assessments are included.

Excluding federal tax receipts, **Chart 1** shows how annual new taxes are distributed among the State of South Dakota, and Minnehaha and Lincoln County taxing units. The State of South Dakota will receive 57.4% of these taxes, while Minnehaha and Lincoln Counties will receive 5.6%, Minnehaha and Lincoln County municipalities 19.0%, and Minnehaha and Lincoln County special taxing districts 18.0%.

**Chart 1: State of South Dakota  
Minnehaha & Lincoln Counties,  
County Municipalities, Tax Districts  
Share of New Annual Taxes: \$2020**



Source: Table 10

## Return on Investment

### Private Sector Return on Investment

From a private sector point of view, return on investment ROI, is based on output (new business) generated from new and retained jobs and the profits from that output. Output from new jobs is projected to be \$60,939,080 adjusted to 2020 dollars.

Net profits from output measure returns to the community. Profit margins vary from one business sector to the other, so a good way to summarize ROI for *Envision 2024* investors is to use the

average net profit (net margin) among all firms in the U.S. securities markets today. This average was 7.71% (total market with financials) in January of 2020 according to NYU's Stern School of Business. Several studies have confirmed a 25-year average of about 8%.

Dividing net profits returned to the business community by the investment in economic development equals the return on this investment.

**Table 11** shows that the 5-year (2020 - 2024) total investment in *Envision 2024* is \$2,000,000. *Envision 2024* is a public private partnership with \$800,000 invested by the public sector, the City of Hartford, and \$1,200,000 from private investors.

**Table 11**  
***Envision 2024***  
**Total Budget: 2020 - 2024**

	Investment
<i>Envision 2024</i> Public*	\$800,000
<i>Envision 2024</i> Private	\$1,200,000
<b>Total</b>	<b>\$2,000,000</b>

Source: Hartford Area Development Foundation.

Note: \* City of Hartford.

**Table 12** shows the computations for a return on investment based on average net profits returned to the community divided by the 5-year amount of private investment. In 2020 dollars, 5 years of 150 new jobs will return \$3.92 to the business community each year in average corporate profits for every \$1.00 invested in economic development.

This ROI is understated because jobs will last well past 2024.

**Table 12**  
**Annual Return on Private Investment: Hartford**  
**\$2020**

	Computations	
Net Profit	\$60,939,080 (total output) x 7.71% average net profit =	\$4,698,403
5-year ROI	\$4,698,403 net profits/\$1,200,000 private investment =	<b>\$3.92 to \$1.00</b>

Source: NCDS, ESC I/O model. ESC assumptions.

## Public Sector Returns on Investment

From the public sector’s perspective a return on investment can be measured by new taxes created by jobs. **Table 13** shows the \$282,754 in total taxes projected for Minnehaha and Lincoln County, municipalities from **Table 10**.

**Table 13**  
**Minnehaha and Lincoln Municipalities**  
**Return on Investment: \$2020**

Public Sector	Taxes Returned
Minnehaha and Lincoln County municipalities	<b>\$282,754</b>
<b>5-Year Public Return on Investment</b>	
Hartford City investor: \$282,754 total taxes/\$800,000 investment	<b>\$ .35 to \$1.00</b>

Source: NCDS, ESC I/O model.

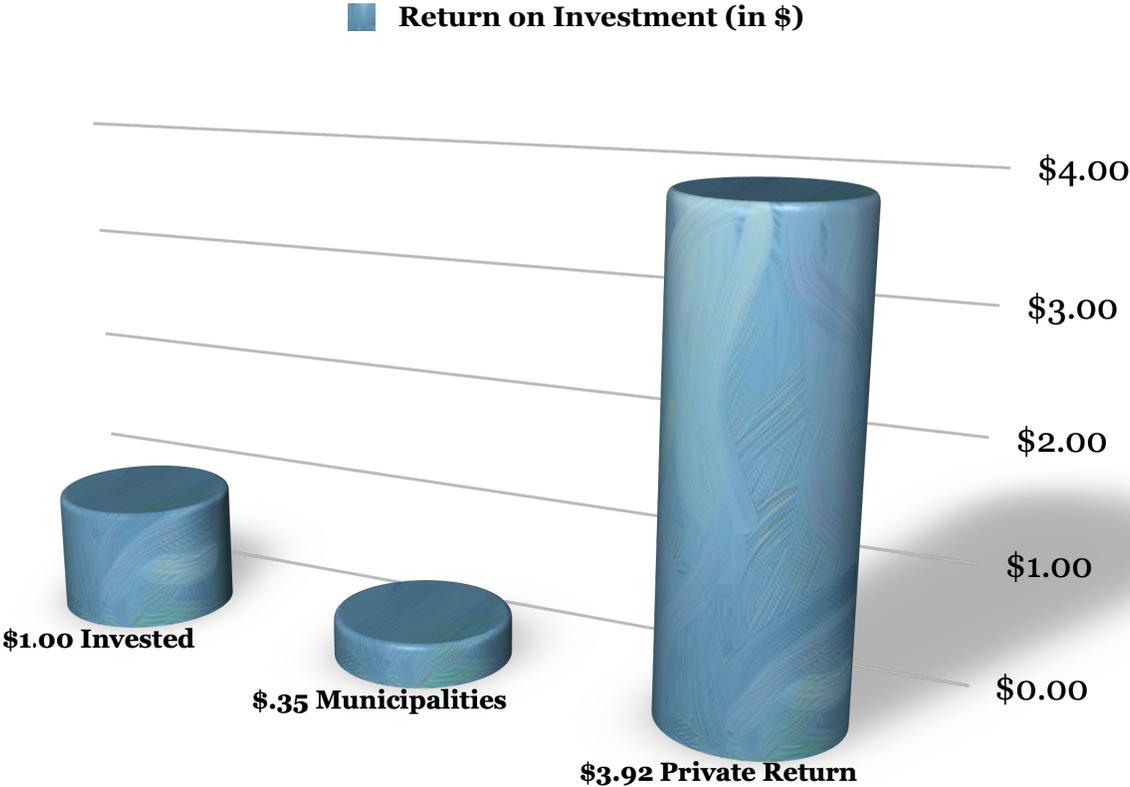
**Table 13** also shows how \$282,754 in total Minnehaha and Lincoln County projected municipal revenue can be divided by the \$800,000 invested by the City of Hartford to calculate a public return on investment. For every \$1.00 invested by the City of Hartford, \$.35 will be returned to all Minnehaha and Lincoln County municipalities in the form of new tax revenue. In about 3 years the return on investment will equal about \$1.00 returned to \$1.00 invested.

For a Hartford City return on investment, it would be necessary to estimate the share of municipal taxes returned to the City. While a significant amount of taxes will flow to Sioux Falls due to indirect and induced impacts of jobs, the City of Hartford will benefit from new tax revenue created by the 150 new Hartford jobs and the indirect and induced impacts on businesses located in Hartford.

Again, these ROIs are understated because jobs will last past 2024.

**Chart 2** illustrates the private and public sector ROIs.

## Chart 2: *Envision 2024* Returns on Investment



Source: Tables 12, and 13

## APPENDIX I

### Hartford, South Dakota Target Industries and IMPLAN Sectors Job Goals by Target Industry and Sector

Targets	Job Goal	Sector	Sector Defined
<b>#1. Advanced Manufacturing:</b> transportation technologies, controls, measuring equipment, electronic components, engineered plastics, specialized machinery, engineering R&D, precision machining, medical devices.	<b>30</b>		
	10	277	Special tool, die, jig, and fixture manufacturing
	10	300	Computer terminals and other computer peripheral equipment manufacturing
	10	305	Printed circuit assembly (electronic assembly) manufacturing
<b>#2. Warehousing &amp; Distribution</b> Trucking, transportation services, warehousing.	<b>30</b>		
	10	417	Truck transportation
	10	392	Wholesale - Motor vehicle and motor vehicle parts and supplies
	10	396	Wholesale - Other durable goods merchant wholesalers
<b>#3. Food &amp; Beverage Processing,</b> Aquaculture, greenhouse crops, frozen foods, bakery, fruit vegetable & meat processing, snack foods, seasonings, soft drinks,	<b>30</b>		
	10	6	Greenhouse, nursery, and floriculture production
	10	19	Support activities for agriculture and forestry
	10	78	Frozen specialties manufacturing
<b>4. Cyber Security</b> technologies, processes, and practices designed to protect networks, devices, programs, and data from attack, damage, or unauthorized access.	<b>30</b>		

Targets	Job Goal	Sector	Sector Defined
	10	459	Custom computer programming services
	10	460	Computer systems design services
	10	475	Investigation and security services
<b>#5. Travel &amp; Tourism:</b> Hotels, restaurants, wineries, breweries, and other entertainment.	<b>30</b>		
	10	106	Breweries
	10	107	Wineries
	10	507	Hotels and motels, including casino hotels
<b>Total</b>	<b>150</b>		

Source: Hartford Area Development Foundation. Minnehaha/Lincoln I/O model. IMPLAN® sectors defined.

## APPENDIX II

### Distribution of Annual Spending by Category \$2020

Categories	Share of Total* (%)	Expenditure Total = \$12,824,806
<b>FOOD</b>	<b>12.9%</b>	<b>\$1,654,400</b>
Food at home	7.3%	\$936,211
Food away from home	5.6%	\$718,189
<b>ALCOHOLIC BEVERAGES</b>	<b>1.0%</b>	<b>\$128,248</b>
<b>HOUSING</b>	<b>30.5%</b>	<b>\$3,911,566</b>
<b>Shelter</b>	<b>17.1%</b>	<b>\$2,193,042</b>
Owned dwellings	10.7%	\$1,372,254
Mortgage interest and charges	4.0%	\$512,992
Rented dwellings	5.1%	\$654,065
Other lodging	1.3%	\$166,722
<b>Utilities, fuels and public services</b>	<b>6.8%</b>	<b>\$872,087</b>
Natural gas	1.0%	\$128,248
Electricity	2.3%	\$294,971
Fuel oil and other fuels	.2%	\$25,650
Telephone services	2.3%	\$294,971
Water and other public services	.9%	\$115,423
<b>Household operations</b>	<b>2.3%</b>	<b>\$295,971</b>
<b>Housekeeping supplies</b>	<b>1.2%</b>	<b>\$153,898</b>
<b>Household furnishings and equipment</b>	<b>3.3%</b>	<b>\$423,219</b>
<b>APPAREL AND SERVICES</b>	<b>3.2%</b>	<b>\$410,394</b>
<b>TRANSPORTATION</b>	<b>15.9%</b>	<b>\$2,039,144</b>
<b>Vehicle purchases</b>	<b>6.3%</b>	<b>\$807,963</b>
Cars and trucks, new	2.7%	\$346,270
Cars and trucks, used	3.6%	\$461,693
<b>Gasoline and motor oil</b>	<b>3.5%</b>	<b>\$448,868</b>
<b>Other vehicle expenses</b>	<b>4.8%</b>	<b>\$615,591</b>

Vehicle finance charges	.4%	\$51,299
Maintenance and repairs	1.6%	\$205,197
Vehicle insurance	1.6%	\$205,197
Vehicle rental and leases	1.3%	\$166,722
<b>Public transportation</b>	<b>1.3%</b>	<b>\$166,722</b>
<b>HEALTH CARE</b>	<b>9.0%</b>	<b>\$1,154,233</b>
<b>Health insurance</b>	<b>6.0%</b>	<b>\$769,488</b>
<b>Medical services</b>	<b>1.7%</b>	<b>\$218,022</b>
<b>Drugs</b>	<b>.9%</b>	<b>\$115,423</b>
<b>Medical supplies</b>	<b>.4%</b>	<b>\$51,299</b>
<b>ENTERTAINMENT</b>	<b>6.2%</b>	<b>\$795,138</b>
<b>PERSONAL CARE PRODUCTS/SERVICES</b>	<b>1.3%</b>	<b>\$166,722</b>
<b>EDUCATION</b>	<b>2.0%</b>	<b>\$256,496</b>
<b>CASH CONTRIBUTIONS</b>	<b>3.1%</b>	<b>\$397,569</b>
<b>PERSONAL INSURANCE AND PENSIONS</b>	<b>12.1%</b>	<b>\$1,551,802</b>
<b>Life and other personal insurance</b>	<b>.8%</b>	<b>\$102,598</b>
<b>Pensions and Social Security</b>	<b>11.2%</b>	<b>\$1,436,378</b>
<b>OTHER (reading, tobacco &amp; miscellaneous)</b>	<b>2.8%</b>	<b>\$359,095</b>

Source: Bureau of Labor Statistics, Consumer Expenditure Survey, 2018, Region of Residence, Midwest. BLS data released September, 2019.

Note: \* All shares are % of total. **Shaded**, major categories total 100%.

## APPENDIX III

### Minnehaha and Lincoln Counties Annual Output by Sector<sup>1</sup> - \$2020 And Top 10 Sectors for Business-to-Business Impacts (Sectors used for direct job impacts are shaded)

Rank	Sector	Output
	Total	\$60,939,080
	300 - Computer terminals and other computer peripheral equipment manufacturing	\$5,937,057
	106 - Breweries	\$4,035,804
	392 - Wholesale - Motor vehicle and motor vehicle parts and supplies	\$3,972,432
	78 - Frozen specialties manufacturing	\$3,779,002
	305 - Printed circuit assembly (electronic assembly) manufacturing	\$3,129,172
	107 - Wineries	\$2,812,376
	396 - Wholesale - Other durable goods merchant wholesalers	\$2,738,423
	417 - Truck transportation	\$2,373,591
	6 - Greenhouse, nursery, and floriculture production	\$2,194,392
	459 - Custom computer programming services	\$1,649,500
	277 - Special tool, die, jig, and fixture manufacturing	\$1,627,336
	460 - Computer systems design services	\$1,475,551
<b>1</b>	<b>447 - Real estate establishments:</b> Lessors of industrial commercial and residential real estate, agents & brokers (commissions), REITs, managers' offices, listing services, appraisal services, escrow agencies.	\$1,235,479
<b>2</b>	<b>469 - Management of companies and enterprises</b>	\$1,203,805
<b>3</b>	<b>490 - Hospitals</b>	\$1,082,640
	507 - Hotels and motels, including casino hotels	\$1,076,278
<b>4</b>	<b>445 - Insurance agencies, brokerages, and related activities</b>	\$1,028,053
<b>5</b>	<b>441 - Monetary authorities and depository credit intermediation activities = Banks and Credit Unions.</b> Output of commercial banks, savings institutions, and credit unions which includes: 1) funds, trusts, and other financial vehicles, 2) administrative expenses of pension funds, 3) service charges on deposit accounts and cash management, 4) service charges and fees on credit card accounts, 5) loan origination on all other consumer loans, 6) other products supporting financial services, and 7) ATM and other electronic transaction fees.	\$1,001,765
<b>6</b>	<b>444 - Insurance carriers, except direct life</b>	\$928,048

7	<b>449<sup>2</sup></b> - Imputed rental activity for <b>owner-occupied</b> dwellings = <b>HOUSING</b> + includes mortgage payments	\$905,382
<b>8</b>	<b>2 - Grain farming</b>	\$806,589
<b>9</b>	<b>400 - Wholesale - Other nondurable goods merchant wholesalers</b>	\$737,974
	475 - Investigation and security services	\$630,568
<b>10</b>	<b>394 - Wholesale - Household appliances and electrical and electronic goods</b>	\$592,180
	393 - Wholesale - Professional and commercial equipment and supplies	\$531,588
	483 - Offices of physicians	\$501,904
	19 - Support activities for agriculture and forestry	\$462,494
	395 - Wholesale - Machinery, equipment, and supplies	\$440,433
	47 - Electric power transmission and distribution	\$440,300
	398 - Wholesale - Grocery and related product wholesalers	\$405,013
	439 - Nondepository credit intermediation and related activities	\$402,630
	472 - Employment services	\$304,221
	509 - Full-service restaurants	\$284,158
	420 - Scenic and sightseeing transportation and support activities for transportation	\$281,507
	510 - Limited-service restaurants	\$280,704
	465 - Advertising, public relations, and related services	\$263,419
	431 - Radio and television broadcasting	\$260,171
	433 - Wired telecommunications carriers	\$256,737
	448 - Tenant-occupied housing	\$245,909
	421 - Couriers and messengers	\$239,929
	442 - Other financial investment activities	\$238,605
	147 - Paperboard container manufacturing	\$224,315
	413 - Retail - Nonstore retailers	\$221,386
	512 - Automotive repair and maintenance, except car washes	\$214,727
	455 - Legal services	\$210,505
	65 - Flour milling	\$208,031
	446 - Funds, trusts, and other financial vehicles	\$204,777
	397 - Wholesale - Drugs and druggists' sundries	\$192,982
	456 - Accounting, tax preparation, bookkeeping, and payroll services	\$189,752

	511 - All other food and drinking places	\$185,231
	60 - Maintenance and repair construction of nonresidential structures	\$159,715
	411 - Retail - General merchandise stores	\$157,830
	406 - Retail - Food and beverage stores	\$156,503
	408 - Retail - Gasoline stores	\$146,883
	457 - Architectural, engineering, and related services	\$140,579
	521 - Religious organizations	\$140,355
	399 - Wholesale - Petroleum and petroleum products	\$139,777
	415 - Rail transportation	\$139,095
	422 - Warehousing and storage	\$138,474
	453 - Commercial and industrial machinery rental and leasing	\$136,845
	479 - Waste management and remediation services	\$135,431
	473 - Business support services	\$131,918
	491 - Nursing and community care facilities	\$131,597
	526 - Postal service	\$130,920
	462 - Management consulting services	\$126,669
	438 - Internet publishing and broadcasting and web search portals	\$125,415
	481 - Junior colleges, colleges, universities, and professional schools	\$125,276
	476 - Services to buildings	\$122,360
	484 - Offices of dentists	\$120,669
	440 - Securities and commodity contracts intermediation and brokerage	\$112,984
	402 - Retail - Motor vehicle and parts dealers	\$106,591
	515 - Commercial and industrial machinery and equipment repair and maintenance	\$102,548
	<b>299 sectors with new output. Please contact NCDS, ESC for detailed output in sectors with less than \$100,000</b>	

Source: National Community Development Services Input/Output model for Minnehaha and Lincoln Counties. County data, MIG, Inc., IMPLAN, 2018, data released December, 2019.

- Notes: 1. Sectors used to define inputs are shaded and not used in the “top 10 impacts” because these inputs are the direct impacts that create outputs from indirect and induced impacts, the very important business-to-business impacts.
2. Sector 449 treats homeownership and maintenance like a rental industry and includes purchases made by homeowners for the upkeep of residences and payments on mortgages. This approach was created by the Bureau of Economic Analysis, BEA, to manage home ownership spending in the National Income and Product Accounts, NIPAs.

## APPENDIX IV

### ABOUT NCDS AND THE ECONOMIC STRATEGY CENTER



National Community Development Services, Inc. (NCDS) is a pioneer in nonprofit, community-based fundraising. Since 1977, NCDS has raised over \$1.7 billion for more than 700 organizations, in 44 states across the U.S.



The Economic Strategy Center is the economic research and analysis division of NCDS. The ESC applies research tools and techniques to evaluate the economic impacts of development programs. It conducts in depth research using local, state and national sources.

Over 20 years ago, NCDS pioneered the use of economic impact analyses in fundraising campaigns to convey the Return on Investment, ROI of our clients' programs, based on projected outcomes of new jobs, capital investment, industry sector growth, and other client goals.

The ESC helps clients address three types of issues:

- **Market Analysis** - How will my organization be affected by changes in the economy? What should I do to respond to them?
- **Cost/Benefit Analysis** - What will be the economic impact/benefits and costs of my project/program? What should I do to maximize net value? What is the return on investment?
- **Economic Development Strategy** - How can my project/program affect business growth and attraction? How can I best target my efforts?

The ESC creates:

- **Economic Impact Analysis** - The direct, indirect and induced impacts that multiply to create more jobs, income, value added and output. Impacts of new spending and new output include computations of potential new bank deposits and new local tax revenue. Return on investment ROIs are calculated for both private and public sector investments.
- **Scorecard** - The Economic Impact Analysis of success with job creation and new investment to show impacts and return on investment.
- **Info-graphic** - Summary graphics to illustrate impacts and returns on investment.

The ESC uses the latest data and techniques available. We are members of *C2ER - The Council for Community and Economic Research* (formerly ACCRA), and *The International Economic Development Council*.

For more information visit: <http://www.ncdsinc.net/ESC.htm>

**Abatement Number 2020-0043**

Parcel ID [REDACTED]  
 Legal Description [REDACTED]  
 School District 497 WEST CENTRAL SCHOOL DISTRICT #49-7  
 Owner [REDACTED]  
 2nd Name [REDACTED]  
 Owner Address [REDACTED]  
 Owner City, State HARTFORD, SD 57,033  
 Abatement Status En route  
 Applicant [REDACTED]  
 Reason I was not aware of the Elderly/Disabled property tax assessment freeze program until now. I have been disabled since 2007. I am asking for an abatement on my 2019 taxes payable in 2020. I would support the abatement. Pam Nelson 2/28/2020  
 Levy Year 2019 Taxable Value \$133,441.00 Tax \$2,606.50 Abatement Amount \$579.87 Interest Bill Number 48138

Office	Recommendation	Signed By	Entered By	Entered Date
County Commision	Recommend Approval	BENDER, JEAN See Scanned Document	ZEEB, MARY	03/17/2020
States Attorney	Legally Sufficient		DEGROOT, DREW	03/05/2020
Equalization	Recommend Approval		LILLA, CHRISTOPHER	03/04/2020
Treasurer	Recommend Approval	NELSON, PAM See Scanned Document	MAYER, KIMBERLY	03/02/2020

Recommend Approval

Recommend Not Approving

\_\_\_\_\_

2020-0043

ABATEMENT PAYABLE 2020				DATE OF CHANGE		NA	
PARCEL NO:	60662					NO. OF DAYS	
OWNER:						NO. OF DAYS	
		HARTFORD					
TAX BILL NO:	48138						
SF CITY-SF SCHOOL		ADJ FACTOR		MIL RATE	ORIGINAL TAXES	TAXABLE DAYS	TOTAL TAX
<b>ORIGINAL TAXES</b>							
VALUE OF NA LAND	26,013	0.941	24,478	0.019533	478.12	365	478.12
VALUE OF NA BLDG	115,795	0.941	108,963	0.019533	2,128.38	365	2,128.38
	141,808		133,441		2,606.52		2,606.50
	PLUS ST MAINT & DRAINAGE				65.00		65.00
			TOTAL ORIGINAL TAX		2,671.52		2,671.50
<b>CORRECTED TAXES</b>							
VALUE OF NA LAND	20,655	0.941	19,436	0.019533	379.65	365	379.65
VALUE OF NA BLDG	89,604	0.941	84,317	0.019533	1,646.97	365	1,646.97
	110,259		103,754		2,026.63		2,026.63
	PLUS ST MAINT & DRAINAGE				65.00		65.00
			TOTAL CORRECTED TAX		2,091.63		2,091.63
					AMOUNT TO ABATE		579.87
					NEW TAX AMOUNT		2,091.63
							2,671.50
							2,671.50

# CITY OF HARTFORD



Due to the COVID-19 Pandemic, the Center for Disease Control and Prevention has declared a public health emergency and Governor Noem has issued an executive order outlining guidelines for all South Dakotans as it relates to COVID-19 in the state of South Dakota, including guidelines for municipal governments within the State of South Dakota. These guidelines encourage municipal governments to implement the recommended CDC hygiene practices, restrict unnecessary public gatherings of ten people or more, review the business practices of certain retail businesses to ensure compliance, encourage entrepreneurial innovation to provide employment opportunities to protect the continued operation of the free market consistent with recommended CDC hygiene practices, and protect the critical infrastructure sectors.

With the wide-spread outbreak of this severe respiratory disease and its transmission from person-to-person, it is the city's responsibility to help prevent the community spread. As it relates to the city and city facilities, I ask that the council discuss the following items and give input on how the city should proceed considering this pandemic.

## **1. Parks:**

- Restrooms - As spring approaches and the weather gets nicer, are we going to open the city's restroom facilities in the park or not? This may be a place for community spread.
- Portable Restrooms - The city usually places portable restrooms at the sports complex. As of now, no soccer or ball activities are allowed so we do not see a need to put these out yet. We can always place these once the pandemic has subsided and life returns to normal.
- Playgrounds - Do we need to close our parks and playground – which would be difficult to do or monitor? Do we simply need to put out signage that the playground equipment, tables, and benches are not sanitized?

## **2. Summer Activities/Programs**

- Swimming Pool - We planned to open the pool on May 19<sup>th</sup> when school ends, but it doesn't look like this situation will be over by then. I think we need to look at postponing this within the near future. I think that we should at least push back the opening date to possibly July and then reevaluate it in the coming weeks.
- Park Rec Program – As with the pool, I think the governor executive order will still be in effect in June. We may have to look at cancelling this program for this year unless another option is available.

## **3. Water/Sewer Utilities**

- Shut Offs - With the unemployment rate on the rise and citizens losing their jobs, it may be prudent that the city implements "no" shut offs or disconnects during this.
- Late Fees – Same as above, should we look at waiving late fees or a set time period?
- Payment Agreements - We already allow citizens to go into a 30-day payment agreement if they cannot pay their monthly bill – maybe this could be something that can be extended?



## Noem Issues Executive Order Regarding COVID-19 Guidelines

**PIERRE, S.D.** - On March 23, Governor Kristi Noem signed an executive order outlining guidelines for all South Dakotans, for-profit and not-for-profit employers, enclosed retail businesses that promote public gatherings, and healthcare organizations as it relates to COVID-19 in the state of South Dakota.

The Executive Order reads:

*Whereas, An outbreak of the severe respiratory disease, COVID-19, which is caused by and is transmitted by the person-to-person spread of the novel coronavirus, started in late 2019 and has currently been detected in more than 100 countries, including the United States; and,*

*Whereas, The World Health Organization has designated COVID-19 a pandemic, and the U.S. Centers for Disease Control and Prevention (CDC) has declared a public health emergency; and,*

*Whereas, The CDC has issued guidance to state and local governments and all citizens recommending steps to prevent community spread and guard against the COVID-19 outbreak; and,*

*Whereas, Executive Order 2020-04 declared South Dakota to be in a State of Emergency due to the COVID-19 pandemic; and,*

*Whereas, As members of a community, South Dakotans join together in times of crisis to confront difficult times and help their neighbors:*

**NOW, THEREFORE, I, KRISTI NOEM,** Governor of the State of South Dakota, by the authority vested in me by the Constitution and the Laws of this State, including but not limited to SDCL 34-48A, do hereby Order and Direct the following:

**Every South Dakotan should:**

1. **Review and practice** the recommended CDC hygiene practices designed to stop the spread of the disease COVID-19 and encourage others to do so as well.

2. **Know** the signs and symptoms of COVID-19, call a health care provider if suffering symptoms in advance of a visit to a provider, and stay at home if sick.
3. **Understand** that those who are particularly vulnerable to COVID-19, including those over age 60 and those suffering from respiratory or cardiac conditions, should take extra precautions and remain home if possible.
4. **Implement** social distancing measures and support businesses who are adjusting their business model to reduce the spread of COVID-19.
5. **Assist** those who work in essential jobs such as emergency personnel, medical professionals, and law enforcement.

**All employers, both for profit and not-for-profit, within the State of South Dakota should:**

6. **Implement** the recommended CDC hygiene practices and other business strategies designed to reduce the likelihood of spreading the disease.
7. **Understand** that the COVID-19 is not a short-term challenge, and operations will need to endure a difficult and limited social environment for potentially eight weeks or more.
8. **Innovate** and continue to demonstrate entrepreneurial excellence in their operations during this difficult and uncertain environment.
9. **Encourage** staff to telework if possible, implement social distancing measures, limit unnecessary work gatherings, limit non-essential travel, and consider regular health checks including CDC guidance for COVID-19 screening if possible.
10. **Offer**, to the extent possible, special shopping times or access periods for populations particularly vulnerable to COVID-19.

**Any “enclosed retail business that promotes public gatherings” within the State of South Dakota should:**

11. **Suspend or modify** business practices as recommended by CDC guidance that involve ten or more people to be in an enclosed space where physical separation of at least six feet is not possible.
12. **Continue offering** or consider offering business models that do not involve public gatherings, including takeout, delivery, drive-through, curbside service, off-site services, social distancing models, or other innovative business practices that do not involve public gatherings in an enclosed space.
13. **Consider** business arrangements and innovative ideas intended to support the critical infrastructure sectors, as defined by the Department of Homeland Security.

*For the purpose of sections 11 through 13, an “enclosed retail business that promotes public gatherings” means any enclosed facility operating as a bar, restaurant, brewery, cafe, casino, coffee shop, recreational or athletic facility, health club, or entertainment venue.*

***All healthcare organizations within the State of South Dakota should:***

*14. **Implement or Continue** to follow CDC guidance and maintain their exceptional efforts to prepare for the expected surge of patients needing health care services as a result of the COVID-19 disease.*

*15. **Postpone** all non-essential elective surgeries to conserve (and thereby maximize) supplies of personal protective equipment (PPE).*

***All local and municipal governments within the State of South Dakota should:***

*16. **Implement** the recommended CDC hygiene practices and public employee arrangements designed to reduce the likelihood of spreading the disease, and take action based on facts, data, and science.*

*17. **Restrict** public gatherings of ten people or more, unless it is necessary.*

*18. **Review** the business practices of each “enclosed retail business that promotes public gatherings” in their community for compliance with this Executive Order and protect the ability of those businesses to innovate.*

*19. **Encourage** entrepreneurial innovation in the private sector to provide employment opportunities to protect the continued operation of the free market consistent with recommended CDC hygiene practices and understand that COVID-19 will impact their communities for potentially eight weeks or more.*

*20. **Protect** the critical infrastructure sectors, as defined by the Department of Homeland Security, such as healthcare services, pharmaceutical industry, and food supply entities, as these sectors have a special responsibility to maintain their normal work schedule.*

***Limitations:***

- A. This Order should be read in conjunction with the list that is attached to the Cybersecurity and Infrastructure Security Agency (CISA) memorandum dated March 19, 2020.*
- B. This Order is not intended to, and does not, create any right or benefit, substantive or procedural, enforceable at law or in equity by any party against the State of South Dakota, its departments, agencies, or entities, its officers, employees, or agents, or any other person.*
- C. Sovereign nations within the borders of South Dakota should review the matters set forth herein and make their own decisions in accordance with tribal law.*

- D. *This Order is based on developing data, facts, and science and may be rescinded or amended, and shall expire on the earlier of when revoked, superseded, or automatically on May 2, 2020.*

###