

# The Fish Wrapper

February 2014

The Spearfish Area Chamber of Commerce serves its members as the leading voice of business by providing advocacy, leadership and resources.

## Spearfish Area Chamber of Commerce 95th Annual Banquet & Awards



Thursday, February 13, 2014  
Spearfish Convention Center  
5:00-8:30 PM ~ Ticket Price \$30  
RSVP by Monday February 10th  
by calling 605.642.2626

*Social Hour* with Piano Master Luke Temple

### Dinner

*Guest Speaker*  
David Owen,  
President SD Chamber  
of Commerce and Industry



### Annual Awards

Friend of the Chamber - Spirit of Spearfish Award - Micropolitan Award  
Lifetime Achievement Award  
Young Professional of the Year Award - Business Beautification Award

### Silent Auction Donations Requested

Donating to the Silent Auction will Market Your Business and  
Raise Funds for expansion of Chamber Programs & Services!  
Please call or email with your intent to donate by Friday, February 7, 2014.

Join  
Us  
For  
A  
Memorable  
Evening

### Menu Choices when Reserving:

Mustard Chicken Breast

with Gorgonzola Sage Cream Sauce

or

8 oz Prime Rib

with Cabernet Au Jus

*Both Include:*

Wild Rice Pilaf

Chef Featured Vegetables

Dinner Salad

Dinner Roll

A PUBLICATION OF THE SPEARFISH AREA CHAMBER OF COMMERCE

## February Gone Fishin' Mixer

Karl's TV, Appliance & Furniture  
Gone Fishin' Mixer

Thursday, February 27th

5:00-7:00 PM

Located next to Roma's @ 2291 E Colorado Blvd



## Welcome these NEW Chamber Business Members

### Akela Spa

Michele Loobey-Gertsch  
11842 US Hwy 14A, Spearfish, SD 57783  
www.akelaspa.com ~ 605.578.1180

### Allied Construction

Ryan Chonka  
645 W. Jackson Blvd, Spearfish, SD 57783  
www.alliedconstruction.com ~ 605.591.9488

### American Express OPEN Small Business Credit Cards

Jasginder Singh ~ 917.593.8729  
200 Vessey St., New York, NY 10285  
www.americanexpress.com/us/small-business/credit-cards

### ATV Rentals at Custer Crossing, LLC

Jill Pappa  
22036 HWY 385, Deadwood, SD 57732  
www.blackhillsatvrentals.com ~ 605.584.1700

### Black Bird Espresso

Aaron Neiman  
503 Main St., Spearfish, SD 57783

### Black Hills Equestrian

Sarina Jensen  
11575 Steinmeyer Ln, Spearfish, SD 57783  
www.blackhillsec.com ~ 605.641.5251

### Fire Pro

Adam Opstedahl  
2479 E. Colorado Blvd., Spearfish, SD 57783  
www.regionalmedicalclinic.com ~ 605.641.1177

### J1 Insoles

Angie Albonico & Lori Riley  
927 E. Colorado Blvd, Spearfish, SD 57783  
www.ryloinc.com ~ 605.722.3668

### Jake's Garage

Aaron Schoon  
3345 E. Colorado Blvd., Spearfish, SD 57783  
http://jakesgarage.net ~ 605.641.5701

### National Mutual Benefit

Becky Covell  
1410 North Ave. #6, Spearfish, SD 57783  
www.nationalmutualbenefit.org ~ 605.642.4778

## Renewing Business Members

*Investing in the Business Community'*

Black Hills Home Builders Association  
Cadillac Jacks Gaming Resort  
Century Business Products  
D.C. Booth Historic National Fish Hatchery and Archives  
Diamond M Ranch Bed & Breakfast  
Division of Rehabilitation Services  
Eklund Chiropractic P.C.  
Goodrich Motors, Inc.  
Hess Limousine, Inc.  
KEVN - Black Hills FOX TV  
Key Antiques  
L & S Restoration  
Little Ceasar's  
Mitchell's Barber Shop  
Prairie Hills Child Care Center  
Real Estate Center of Spearfish - Cramer  
Rushmore Mountain Sports  
Ruth Engineering  
Stadium Sports Grill  
U.S. Forest Service/Northern Hills Ranger District  
U-Dirty Dog  
Vanway Trophy & Awards, Inc.  
Wells Fargo Advisors, LLC  
Wickiup Cabins

## Renewing Associate Members

*Investing in the Community'*

Ken & Erin Halsey  
Mike & Connie Streff

## February 2014 Chamber Events



4th Young Professionals meeting @ 4:45 PM  
Lookout Lounge in the Best Western



13th Chamber Annual Meeting & Awards  
5:00-8:30PM @ Holiday Inn Convention Center



13th Ambassadors Greet New Members  
Noon @ the Chamber



18th Chamber Board of Directors Meeting / Retreat  
Noon @ the Chamber



20th Business Day at the Legislature  
Bus Leaves at 6:00 AM, Returns at 11:30 PM



27th Gone Fishin' Mixer from 5:00-7:00 PM @  
Karl's TV, Appliance & Furniture



## Governmental Affairs



Melissa Barth, IOM  
Chamber Executive  
Director

# Business Day at the Legislature

## Thursday, February 20, 2014

**The South Dakota Chamber of Commerce and Industry will be hosting the 38th Annual Business Day!**

### Join the Spearfish Chamber at Business Day 2014!

**Seeking  
Bus  
Sponsors**

### Business Day Agenda

#### 11:00 AM

Legislative Briefing by State Chamber President David Owen

*Leave Spearfish at  
6:00 AM and return at  
11:30 PM*

#### 12:15 PM

Business Day Networking Luncheon with Mr. Ted Phlegar, US Chamber of Commerce, reviewing federal labor-related regulations, case decisions and enforcement issues that impact business and labor

#### 1:30 PM

10th Annual Business Caucus Program

#### 2:45-3:45 PM

Federal Regulation and Your Business, Ted Phlegar, US Chamber of Commerce

#### 5:30 PM

Economic Developer's Reception and Manufacturer's Digital Showcase.

*Join statewide leaders at a reception co-sponsored by the State Chamber and local economic development offices. View a digital showcase of the South Dakota manufacturing industry.*

#### 6:30 PM

Business Day Banquet featuring Mr. Thomas Gallagher, Scowcroft Group, Washington, DC. Tom spoke at Business Day in 2005 and provided powerful insight on how investors were looking at the economy. We look forward to hearing from one of the leading analytical minds about today's economic trends.



For information, please contact  
Melissa at 605-642-2626 or  
director@spearfishchamber.org

Full registration for the  
day (programs,  
luncheon, reception  
and dinner) is \$85.

**Register by  
FEBRUARY 14 to  
receive this rate.**

605.642.2626

## March 1st Cracker Barrel

To keep the membership and public informed on current happenings during the 2014 Legislative Session, the Spearfish Chamber Governmental Affairs Committee (GAC) will host a second cracker barrel on

**March 1, from 9:00-10:00 AM in the BHSU Club Buzz**  
in the lower level Student Union.

District 31 Representatives

Fred Romkema and Tim Johns will be present,  
along with District 31 Senator Robert Ewing.



*The mission of the  
Spearfish Area Chamber of Commerce is to serve its  
members as the leading voice of business by providing  
**advocacy, leadership and resources.***







**Bryan Walker**  
SEDC Executive  
Director

# Spearfish Economic Development Report

February 2014

## Year-End Economic Indicators

### By The Numbers

<b>Labor Force/Income<sup>^</sup>/□</b>	<b>2013</b>	<b>2012</b>
Total Employed (flat) .....	4,977	4,969
Unemployment Avg. (↓.8%).....	4.7%	5.5%
Avg. Household Income (↑16%).....	\$58,367	\$50,137
<b>Population</b> □ (5 mile radius ↑2%).....	14,660	14,365
<b>Building Valuation*</b>		
Residential (↑15%).....	\$17,785,001	\$15,469,062
Avg. Cost Per Unit (↑6%).....	\$199,831	\$188,647
Commercial (↑11%).....	\$10,658,580	\$9,628,228
Total (↑13%).....	\$36,016,401	\$31,837,533
<b>Total # of Permits Issued*</b>		
Residential (↑9%).....	89	82
Commercial (↑25%).....	15	12
Total Permits Issued (↑12%).....	412	367
<b>Taxable Sales+</b>		
Total Taxable Sales (↑7%).....	\$400,280,495	\$374,047,246
Retail Sales (↑4%).....	\$263,271,525	\$253,156,010
Manufacturing (↑17%).....	\$5,124,333	\$4,228,325
Wholesale Trade (↑29%).....	\$11,139,111	\$8,632,374
Insurance & Real Estate (↑14%).....	\$6,509,803	\$4,744,687
Services (↑2%).....	\$73,394,671	\$66,174,912
<b>Local Sales Tax*</b>		
2nd Penny Sales Tax (↑9%).....	\$3,408,554	\$3,186,515
<b>Real Estate ~</b>		
Single-Family Residential		
Units Sold (↑4%).....	278	267
Median Sale Price (↑7%).....	\$175,000	\$170,000
Total Value of Sales (↑17%).....	\$61,116,572	\$52,292,891
Land Sold (↑77%).....	\$13,41,990	\$7,571,600
Commercial Sold (flat).....	\$4,534,107	\$4,562,500
Total Sold/All Classes (↑23%).....	\$79,064,669	\$64,426,991
<b>School Enrollment</b>		
Spearfish K-12 (↑4%).....	2,148	2,058
Black Hills State University .....	4,464	4,407

<sup>^</sup> SD Dept. of Labor  
<sup>□</sup> Claritas Demographic Profiles  
<sup>\*</sup> City of Spearfish Building Reports  
<sup>•</sup> South Dakota Department of Revenue  
<sup>~</sup> Northern Black Hills Assoc. of Realtors



## Chamber Ambassador's December Member Visits



**National Mutual Benefit**  
1410 N Ave. #6  
Spearfish, SD 57783  
www.nationalmutualbenefit.org  
605.642.4778



**Jake's Garage**  
3345 E. Colorado Blvd.  
Spearfish, SD 57783  
http://jakesgarage.net/  
605.641.5701



**Little Caesars**  
1420 North Ave. Ste. 3  
Spearfish, SD 57783  
www.littlecaesars.com  
605.342.3355

## Congratulations

- Pattie Parrett of Prudential Kahler Realtors was the Top Producer for 2013!
- The Real Estate Center of Spearfish recently recognized Sue Cramer as Top Producer of 2013! Sue has successfully achieved the Certified Residential Specialist, Graduate Real Estate Institute, and Accredited Buyer Representative designations and has been full time in the Real Estate Business for almost 22 years!
- Kari Engen of The Real Estate Center of Spearfish was the Top Producer for the month of December!
- For the second year in a row, Black Hills Corp. has been recognized as one of the Achievers 50 Most Engaged Workplaces in the United States. The annual award recognizes the top employers in the U.S. and Canada that display leadership and innovation in engaging their employees.

## Letter's We Like

Dear Hannah,

On behalf of myself and the rest of the Enactus Team, we want to thank you very much for coming and sharing your experiences and knowledge with us. We are very excited to have you on our Advisory Board. Also, a big thanks for inviting us to attend the Young Professionals meetings.

—BHSU Enactus Team



- **Peak Motion Physical Therapy** is celebrating 4 years in business!
- **Quik Signs** is celebrating 5 years in business!
- **The Real Estate Center of Spearfish** is celebrating 22 years in business!



**Dogwood Lodge Pet Resort & Grooming Salon**  
955 Pine View Dr.  
Sturgis, SD 57785  
www.dogwoodresort.com  
605.720.1364





Spearfish Area Chamber of Commerce  
605-642-2626  
106 W. Kansas  
Spearfish, SD 57783

### 2014 Board of Directors & Staff

Dee Sleep, *President*  
Dan O'Shea, *Vice-President*  
Sharon Hoggatt, *Treasurer*  
Dr. Lois Flagstad, *Past President*

Chicken Creek Communications  
Pioneer Bank & Trust  
Sharon E. Hoggatt, CPA, PC  
Black Hills State University

#### Ex-Officio Officers

Mistie Caldwell, *Visit Spearfish*  
Joe Neeb, *City of Spearfish*  
Bryan Walker, *SEDC*

Barbara Cline	Prairie Hills Transit
Kelsie Darling	Quik Signs
Michelle Kane	Black Hills PR
Greg Krier	Spearfish Holiday Inn & Convention Center
Marysia McDowall	RE/MAX in the Hills
Dr. Bob McIntosh	Health Source Chiropractic of Spearfish
Tom Shaffer	Spearfish Forest Products
Dylan Wilde	Wilde & Hunt Law

*The Spearfish Area Chamber of Commerce serves its members as the leading voice of business by providing advocacy, leadership and resources.*

#### Staff

Melissa Barth, IOM  
*Executive Director*  
Hannah Remington  
*Finance & Event Director*  
Danielle Alden  
*Member Services Coordinator*



605.642.2489

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*Signs*



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SPEARFISH, SD

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BUSINESS CARDS  
LAMINATION  
BROCHURES  
MAGNETICS  
POSTERS  
FLYERS  
DECALS  
& MORE!

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