South Dakota Governor's Office of Economic Development

Strategic Plan Performance Metrics - 2018

Updated December 31, 2018

Objective 1: Business Development & Property Tax Base Expansion

Performance Metric	2018 Performance	Assessment	Comments
Maintain active list of 200 "out of state" expansion prospects	56	Below Target	We are confident this number will improve. The performance number does not reflect newly passive pipeline prospects that will mature into active prospects as they move through the sales pipeline.
Conduct 250 retention and expansion visits with existing South Dakota companies	258	Met	
Complete 35 proposals for business relocation or expansion	49	Exceeded	
Make 15 Proof of Concept awards	20	Exceeded	
Fund at least three Governor's Research Centers	6	Exceeded	
Work with SDDA to market ag production sites to dairy, pork, and poultry industry	In process	Met	

Objective 2: Economic Development Infrastructure Capacity

Performance Metric	2018 Performance	Assessment	Comments
Maintain and market 20 certified ready sites for development in state	4	Below Target	Several certified sites were not renewed by local EDC's due to lack of perceived value. There has been renewed interest though as missed opportunities have renewed the program's value proposition.

Objective 3: Community Support & Education

Performance Metric	2018 Performance	Assessment	Comments
Conduct 100 community site visits	254	Exceeded	
Work with planning districts on eight targeted high-impact CDBG projects	16	Exceeded	
Include professional development modules in GOED conference	Complete	Met	
Conduct 10 webinars for the benefit of local community economic developers	10	Met	