



WATERTOWN
DEVELOPMENT COMPANY

ANNUAL INVESTOR MEETING

OCTOBER 20th, 2026



MEETING

AGENDA

CALL TO ORDER

ESTABLISH QUORUM

NOMINATING COMMITTEE
RECOMMENDATIONS

EXECUTIVE DIRECTOR'S REPORT

FEATURED PRESENTER

DRAWING

- MACKSTEEL FIRE PIT
 - AIRLINE TICKET FOR 2
-

ADJOURN



WELCOME INVESTORS

Alan Stager, CPA
Chairman
City Manager, City of Watertown, SD

Executive Committee Board Member



ESTABLISH
QUORUM

WDC HAS

50+

INVESTORS



APPROVALS

BOARD APPOINTMENTS

ANNUAL MEETING FROM
OCTOBER 14TH, 2025.



NOMINATING COMMITTEE REPORT

THE NOMINATING COMMITTEE REPORT | EXECUTIVE COMMITTEE

- ALAN STAGER
- STEVE LEHNER
- TIFFANY SANDERSON
- MARK DUNN
- DUSTIN FLATTEN
- DAN GARVEY
- DOUG SHARP



EXECUTIVE DIRECTOR'S **REPORT – FY2025**

Highlighting WDC's 2025–2026 community investments and collaborative initiatives and the annual audit.

We hope that this presentation conveys the impact WDC has on the trade area through our business development, and technical assistance efforts in site ready parks.

Chris Clifton MPA, IOM, CED

WDC Executive Director

WDC
STAFF MEMBERS



Sarah Giang
Director of Finance and
Administration



Melissa Backman,
CAP, CPO
Executive Assistant,



FEATURED PRESENTER

Paul Tenhaken

Owner, The Paul Tenhaken
Companies, LLC.
Former Mayor: Sioux Falls, SD

*Insights on regional growth, economic opportunity,
and what's ahead for South Dakota communities.*



PROJECT ACTIVITY

CALVIN TRADE CENTER I

A grant of \$4 million from the Economic Development Administration (EDA), awarded to the Watertown Development Company as the applicant. This grant is specifically allocated for the infrastructure construction of the Calvin Trade Center I, wastewater lift station to serve the area growth. WMU, City, County partnership funded the match.

The Watertown Development Company has made significant strides in the infrastructure development for Calvin Trade Center Phase 1. The project cost of \$860,000 was completed in, 2025-2026, the construction of Calvin Drive, sites are equipped with essential master drainage systems, all road lighting, and full utilities to ensure shovel ready sites available.

Lift Station construction started in the spring of 2026. The overall timeline for this project is slated to be completed by July 2027 by City Engineering staff.





PROJECT ACTIVITY

Dakota Automation Expansion

Dakota Automation Properties LLC (DAP) of Watertown was approved for a Revolving Economic Development and Initiative (REDI) loan in the amount of \$1,965,038. They were also approved for a SD Works loan for \$982,519. These loans will allow Dakota Automation to build a new, larger capacity building to accommodate their growth and expansion. Financing for these projects will reflect a capital investment of approximately \$6.5 million. An additional 14 full-time jobs will be created.

In 2001, Dakota Automation constructed a new production facility in Watertown's industrial park. The building has been expanded three times to meet growing demands, accommodate new markets and increase machine shop capacity. Dakota Automation has complete production capabilities with over 40,000 square feet of manufacturing space and the latest machining, welding and assembly technology. The facility is clean, modern and well-equipped to handle all types of projects.





PROJECT ACTIVITY

South Forty Expansion

South Forty purchased land in Pheasant Ridge and from WDC and opened their new building on July 1, 2026. Their retail store features two levels, including a mezzanine where you'll be able to look into the print shop and watch production happening in real time while you shop.

You will see apparel being created, projects coming to life, and get a behind-the-scenes look at how ideas become finished products.

Just one more way we're building an experience that's more than shopping.

SIX DIVISIONS. ONE TEAM.
ENDLESS WAYS TO BRING YOUR SPACE TO LIFE.

 GARAGE	 FURNITURE	 CREATIVE	 SWAG	 LITTLES	 SPORTS
					
Smart storage solutions for your Garage or Man Cave designed to fit your space, needs & lifestyle. Proudly Made in the USA.	Indoor and outdoor furniture crafted in Watertown, SD, featuring curated pieces that add style and comfort to any space.	Exclusive artwork available, including digital, photography, & mixed media painting, showcased on canvas, wood, or metal.	Custom-designed apparel, signage, decals, & more, created using various printing and engraving techniques.	Pint-sized furniture, storage, art, and play systems designed to grow with the next generation's curated spaces.	Storage Solutions, Equipment, and Final Touches for Your Home Gyms, Golf Simulators, and Curated Spaces.

SOUTH FORTY 40 SPECIALTIES
From the big spaces to the little details,
WE WORK TOGETHER TO BRING YOUR SPACE TO LIFE.



PROJECT ACTIVITY

Crenlo Expansion

Crenlo Engineered Cabs Building
Expansion and addition of a laser cut to
assist with productivity. Investment: \$7
million





PROJECT ACTIVITY

Owned Buildings

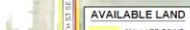
- Comprehensive Logistics (CLI), Lease extension to 2030 | Value: \$1.1 Million
- Dakota Tube Airport: Dakota Tube, Pheasant Ridge
- ACCO Nutting | Kit Co. Lease extension to 2031 | Value: \$2.1 Million
- 1 E Kemp Ave: WDC, The Chamber, and Northeast Radio, Lease
- 18 E Kemp Ave: Vacant Space, Second Floor | Ground Floor, Available on Purchase, Lease
- 206 E Kemp Ave: Hot Mama Macks, Lease



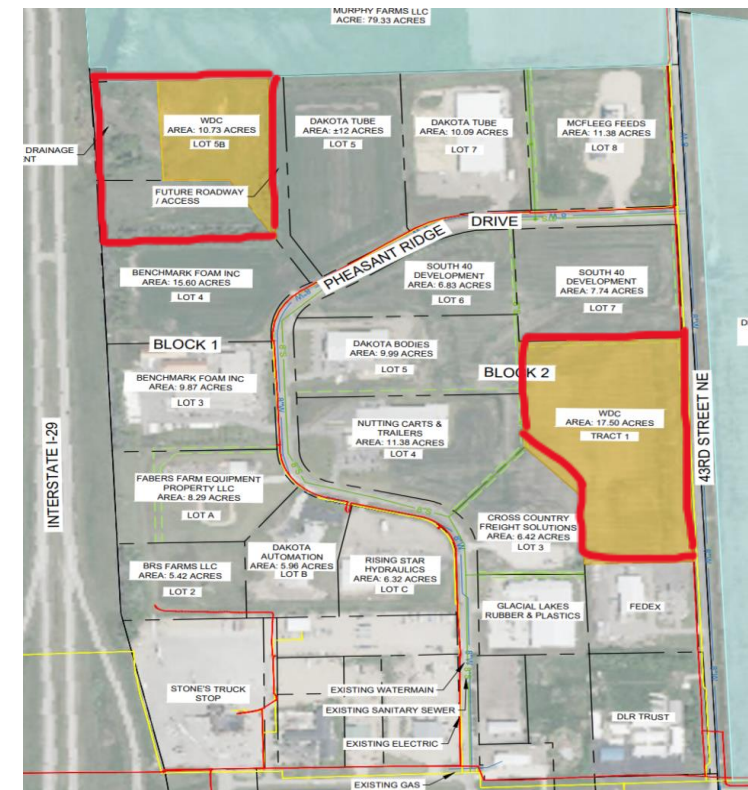
- Calvin Trade Center



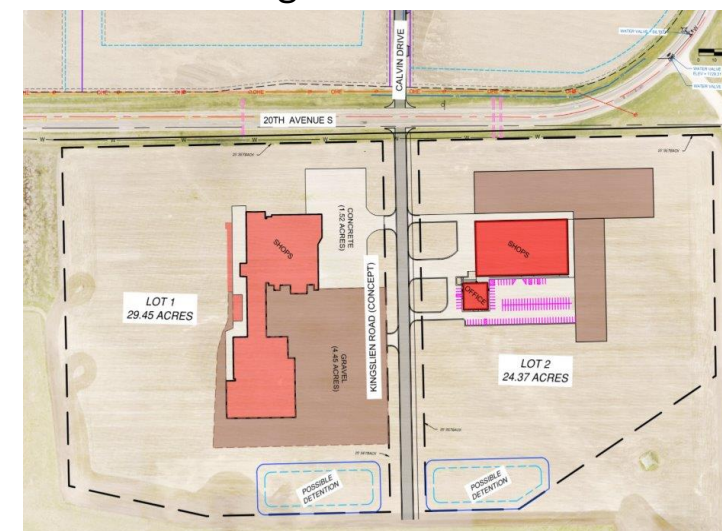
Mallard Point Business Park



Available Sites in Red



Kingslien Site Plan





Grow 57201 Housing Conference

HOUSING STRATEGIC PLANNING FINDINGS:

The **Grow 57201 Housing Conference** was a full-day, community-wide housing summit hosted by the **Watertown Development Company** to advance practical housing solutions for Watertown and the surrounding region.

Purpose & Focus

- Convene developers, lenders, policymakers, educators, employers, and community leaders
- Address workforce housing, affordability, redevelopment, and financing challenges
- Share real-world tools, funding programs, and development strategies
- Align local partners around actionable next steps for housing growth

Conference Highlights

- Keynote presentations and expert panels on housing development and financing
- Sessions on creative financing, TIF tools, rehabilitation, and infill development
- Housing workflow group presentations outlining current barriers and opportunities
- Strong networking and cross-sector collaboration

Impact

- Increased understanding of Watertown's housing challenges and opportunities
- Strengthened regional partnerships and momentum for housing initiatives
- Established the conference as a foundation for continued collaboration and future housing summits
- Over **200** community members in attendance from various organizations in our region

Results

- Formation of and foundation funding of the Watertown Affordable Housing Initiative (WAHI)
- New affordable housing units will be built with external foundation funds in the Falls of 2026 through the Spring of 2027.



WORKFORCE INITIATIVES

In 2019, WDC committed up to \$50,000 a year to assist industry partners in funding Build Dakota Scholarship students under LATC's **Stretch the Million program**.



PURPOSE:

Encourage local industries secure a pipeline of skilled graduates and creates a larger and more skilled area workforce overall.

IMPACT:

Supported more than **30** industry partners in funding over **250** students.



WATERTOWN
DEVELOPMENT COMPANY

THANK YOU INVESTORS!
OCTOBER 20, 2026