

Vouchers destroyed

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LETTER OF AGREEMENT

This contract confirms that the South Dakota Department of Tourism & State Development (SDDT&SD) and the South Dakota International Business Institute (SDIBI) have entered into an agreement for SDIBI to carry out the following export promotion activities and foreign direct investment (FDI) activities:

CONTRACT PERIOD: The contract period shall be from March 1, 2005 to February 28, 2006.

EXPORT PROMOTION ACTIVITIES TO BE PERFORMED:

1) International Business Seminars

A) Provide a minimum of five seminars for South Dakota exporters on the ABCs of international business (tools of the trade) and on more specific topics such as the electronic filing of SEDs. Topics currently under consideration include: CE Marking, Export Documentation, Methods of Payment, Export Finance, Legalities of International Trade and International Trade Resources available in South Dakota.

2) International Trade Leads & Consulting

- A) SDIBI will consult and assist South Dakota companies with general and specific international business issues on a request basis.
- B) SDIBI will provide international trade leads obtained from a variety of sources to 168 South Dakota companies who have signed up for this service.

3) South Dakota Exporters Directory

- A) SDIBI will maintain the electronic version of the South Dakota Exporters Directory in order to assure that South Dakota made products are effectively promoted in cyberspace.
- B) SDIBI will keep a number of hard copies of the directory on file for those who do not have internet access to the electronic version of the Directory.

4) EX-IM Bank City/State Program

A) SDIBI will conduct a direct mailing campaign to maintain awareness of EX-IM Bank's export finance products and arrange for qualified company visits with SDIBI and EX-IM Bank representatives. SDIBI will provide additional



consultations and follow-up in order to assure that South Dakota companies can make an informed decision whether or not they would like to take advantage of EX-IM Bank's services.

- B) Serve as the South Dakota liaison for the City/State EX-IM Bank financing programs.

5) Other Promotion Activities

- A) A brochure listing all the available export assistance services will be mailed to all South Dakota companies.
- B) SDIBI will keep up-to-date information on SDIBI's webpage that serves as an international business resource.
- C) SDIBI will continue assisting all entities in the State of South Dakota with international business related issues or needs, responding to the international mailings and requests received by the SDDT&SD.
- D) SDIBI through Northern State University's Center of Excellence will create 3 internship positions per semester to optimize exposure for South Dakota in the foreign press. Existing exchange relationships with universities in Mexico, South Korea and Germany will be capitalized upon to identify appropriate publications to submit articles and press releases promoting the South Dakota business climate and tourism.
- E) SDIBI through Northern State University's Center of Excellence will organize a conference discussing South Dakota's existing international business services and how these services can be improved upon. This conference will be conducted on October 5, 2005.

FOREIGN DIRECT INVESTMENT ACTIVITIES TO BE PERFORMED:

SDIBI will focus on dairy development as this industry sector appears to generate the highest return on investment for South Dakota. SDIBI will continue to work with other FDI opportunities as they arise.

- A) SDIBI will attempt to establish relationships with immigration agents in countries other than Korea in order to promote South Dakota's Regional Center and attract venture capital for the development of state-of-the-art new dairy facilities. SDIBI will also maintain a list with qualified dairy operators who are willing to enter into a limited liability partnership agreement with the foreign venture capitalist in order to make the operation of the new dairy facility complete.

- B) SDIBI will recruit for a English speaking trade mission to South Dakota scheduled in April 3-9, 2005, and for a Dutch speaking trade mission to South Dakota later in April, 2005. Recruitment will involve promotional activities in Holland, Canada, Ireland and the United Kingdom.
- C) SDIBI will conduct a series of informational meetings in the UK/Ireland in July/August to recruit for a trade mission to be scheduled in October or November, 2005. Additionally, SDIBI will conduct a week-long recruitment effort in UK/Ireland in February of 2006.
- D) SDIBI will assist the Hammink Consulting Group with their Dutch recruitment efforts for a trade mission to South Dakota to be scheduled in October or November. This effort will consist of direct mailers and advertisements. Additionally, SDIBI will attend a trade show in Holland scheduled for January 2006.
- E) Other promotional activities for Ireland, Holland, Canada and the UK will be conducted through SDIBI's dairy webpage, advertising, mailers, an international dairy newsletter and hosting of journalists in order to get additional articles published on South Dakota's dairy opportunities.
- F) Non-dairy related activities will consist of electronic mass mailers. Addresses will be obtained from exporters directories of foreign governments which will be tabulated in a database. A general e-mail outlining South Dakota's business climate and an invitation to request additional information will be e-mailed.

SDDT&SD AGREES TO:

- 1) Provide SDIBI with appropriate links to SDDT&SD's webpage.
- 2) Provide SDIBI with ample recruitment promotional material currently used by SDDT&SD.
- 3) Assist in creating awareness of SDIBI's export promotion activities and services.

REPORTING: The SDIBI will provide the SDDT&SD Commissioner a monthly report by the last business day of each month. The report shall provide information on each of the services addressed in this agreement. Additionally, each monthly report shall provide a summary of expenses incurred as they pertain to this agreement.

05-0400-045

Amend
Letter of Agreement
between
South Dakota Department of Tourism and State Development
and
South Dakota International Business Institute

Amend "Payments" to read: The SDDT&SD shall make three payments:

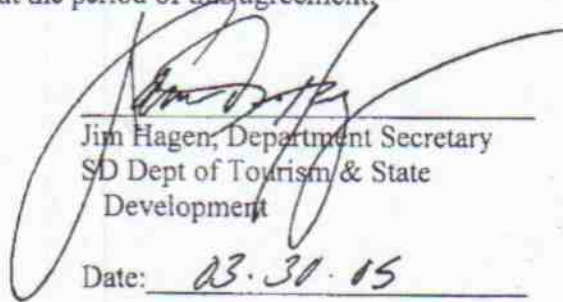
1. First Payment – March, 2005 \$44,232
2. Second Payment – July, 2005 \$44,232
3. Third Payment – November, 2005 \$44,233

SDIBI will provide monthly reports throughout the period of this agreement.



Patrick Schloss, President
Northern State University

Date: _____




Jim Hagen, Department Secretary
SD Dept of Tourism & State
Development

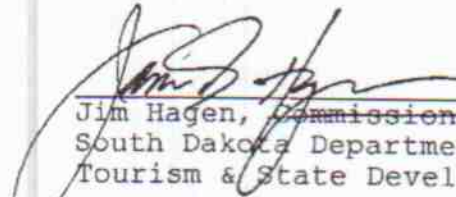
Date: 03.30.05

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PAYMENTS: The SDDT&SD shall make two payments with the first payment of \$119,427 due on March 1, 2005 and the second payment of 13,270 upon receipt of the final monthly report on February 28, 2006.


Partrick Schloss, President
Northern State University

Date: 2-23-05


Jim Hagen, ~~Commissioner~~ Secretary
South Dakota Department of
Tourism & State Development

Date: 02.14.05

State Agency Coding (MSA Center): 0410 01
State Agency MSA Company for which contract will be paid: 1000
Object/Subobject MSA account to which voucher will be coded: 52041400
Name and phone number of contact person in State Agency who can provide additional information regarding this contract: Marty Davis (605) 773-4010

Contract Number:	<input type="text"/>	Date Paid:	<input type="text"/>	<input type="button" value="Edit Payment"/>
Contract Number:	05-0400-045	Date Paid:	01/10/2006	Amount: \$44,233.00
Contract Number:	05-0400-045	Date Paid:	06/20/2005	Amount: \$44,232.00
Contract Number:	05-0400-045	Date Paid:	04/01/2005	Amount: \$44,232.00