

Form **990**
Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
▶ Do not enter social security numbers on this form as it may be made public
▶ Information about Form 990 and its instructions is at www.irs.gov/form990

OMB No 1545-0047
2017
Open to Public Inspection

A For the 2017 calendar year, or tax year beginning 10-01-2017, and ending 09-30-2018

- B** Check if applicable:
 - Address change
 - Name change
 - Initial return
 - Final return/terminated
 - Amended return
 - Application pending

C Name of organization
SIOUX FALLS AREA CHAMBER OF COMMERCE

Doing business as

Number and street (or P O box if mail is not delivered to street address) Room/suite
200 NORTH PHILLIPS AVENUE NO 200

City or town, state or province, country, and ZIP or foreign postal code
SIOUX FALLS, SD 57104

D Employer identification number
46-0189300

E Telephone number
(605) 336-1620

G Gross receipts \$ 6,868,569

F Name and address of principal officer
JASON BALL
200 NORTH PHILLIPS AVENUE NO 200
SIOUX FALLS, SD 57104

H(a) Is this a group return for subordinates? Yes No

H(b) Are all subordinates included? Yes No
If "No," attach a list (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status: 501(c)(3) 501(c)(6) (insert no) 4947(a)(1) or 527

J Website: ▶ WWW.SIOUXFALLSCHAMBER.COM

K Form of organization: Corporation Trust Association Other ▶

L Year of formation 1938

M State of legal domicile SD

Part I Summary

1 Briefly describe the organization's mission or most significant activities
THE SIOUX FALLS AREA CHAMBER OF COMMERCE WILL BE THE INNOVATIVE LEADER IN BUILDING CONSENSUS AND STRATEGIES THAT ENSURE THE ECONOMIC PROSPERITY AND QUALITY OF LIFE IN THE REGION AND WILL BE RECOGNIZED AS A PREMIER MEMBER-DRIVEN BUSINESS LEADERSHIP ORGANIZATION

2 Check this box if the organization discontinued its operations or disposed of more than 25% of its net assets

3 Number of voting members of the governing body (Part VI, line 1a)	3	19
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	19
5 Total number of individuals employed in calendar year 2017 (Part V, line 2a)	5	75
6 Total number of volunteers (estimate if necessary)	6	1,100
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	146,323
b Net unrelated business taxable income from Form 990-T, line 34	7b	26,426

	Revenue	
	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	4,399,454	4,202,354
9 Program service revenue (Part VIII, line 2g)	1,495,314	1,497,962
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	58,649	140,063
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	200,420	271,420
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	6,153,837	6,111,799

13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0	0
14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	2,548,902	2,638,854
16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b Total fundraising expenses (Part IX, column (D), line 25) ▶ 0		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	3,371,863	3,206,316
18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)	5,920,765	5,845,170
19 Revenue less expenses Subtract line 18 from line 12	233,072	266,629

	Net Assets or Fund Balances	
	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	6,700,842	7,054,746
21 Total liabilities (Part X, line 26)	811,217	977,604
22 Net assets or fund balances Subtract line 21 from line 20	5,889,625	6,077,142

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge

Sign Here

Signature of officer
Date 2019-08-13

JASON BALL PRESIDENT, CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name TRACY A PETERSON	Preparer's signature TRACY A PETERSON	Date	Check <input type="checkbox"/> if self-employed	PTIN P00267335
Firm's name ▶ RSM US LLP			Firm's EIN ▶ 42-0714325	
Firm's address ▶ 110 SOUTH PHILLIPS AVE STE 300 SIOUX FALLS, SD 571046721			Phone no (605) 336-9955	

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission

AS THE LEADING SIOUX FALLS AREA BUSINESS ADVOCATE, WE REPRESENT OUR MEMBERS BY ADVANCING AND PROMOTING THE ECONOMIC HEALTH AND QUALITY OF LIFE OF THE REGION

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [] Yes [X] No
If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [] Yes [X] No
If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses
Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code) (Expenses \$ including grants of \$) (Revenue \$)
See Additional Data

4b (Code) (Expenses \$ including grants of \$) (Revenue \$)
See Additional Data

4c (Code) (Expenses \$ including grants of \$) (Revenue \$)
See Additional Data

(Code) (Expenses \$ including grants of \$) (Revenue \$)
PUBLIC AFFAIRS CONSISTS OF THE FOLLOWING COMMITTEES EDUCATION & WORKFORCE DEVELOPMENT COMMITTEE (PROMOTES THE EXPANSION AND QUALITY OF WORKFORCE BY ENHANCING THE CONTRIBUTIONS OF EDUCATION PROVIDERS AND EDUCATION/BUSINESS PARTNERSHIPS IN THE SIOUX FALLS AREA), ISSUES MANAGEMENT COUNCIL (IS PROACTIVE IN IDENTIFYING ISSUES THAT IMPACT THE CHAMBER MEMBERSHIP-BUSINESS COMMUNITY AND RECOMMENDING POLICY POSITIONS THAT HELP PRESERVE AND ENHANCE OUR BUSINESS CLIMATE IN THE SIOUX FALLS AREA AND SOUTH DAKOTA), MILITARY TASK FORCE (INFORMS SIOUX FALLS COMMUNITY OF ONGOING TRAINING AND MISSIONS OF AREA MILITARY INSTALLATIONS), AND SPORTS AND RECREATION COMMITTEE (PROMOTES QUALITY SPORTS AND RECREATION OPPORTUNITIES IN OUR COMMUNITY THROUGH PARTICIPATION AND VOLUNTEERISM) THE PUBLIC AFFAIRS DEPARTMENT ALSO HOLDS THE FOLLOWING EVENTS SIOUX FALLS DAY AT THE LEGISLATURE (100+ CHAMBER MEMBERS VISIT THE STATE CAPITOL), CANDIDATE FORUMS (100+ PEOPLE), INSIDE WASHINGTON SERIES (LUNCHEON WITH SOUTH DAKOTA'S CONGRESSIONAL DELEGATION WITH 125-250 CHAMBER MEMBERS IN ATTENDANCE), LEGISLATIVE COFFEES (PUBLIC FORUMS FOR ISSUES DISCUSSIONS WITH 150-200 PEOPLE IN ATTENDANCE), STATE CHAMBER PRE & POST LEGISLATIVE SESSION PRESENTATIONS ABOUT UPCOMING AND POST LEGISLATION (40 ATTENDEES), TOPICS ON TAP WHICH PARTNERS WITH YOUNG PROFESSIONALS NETWORK TO INFORM 50+ CHAMBER MEMBERS ON KEY ISSUES, LEGISLATIVE RECEPTION (50+ CHAMBER MEMBERS ATTEND TO MEET LEGISLATORS PRIOR TO LEGISLATIVE SESSION BEGINNING), WASHINGTON D C FLY-IN (PARTNER WITH RAPID CITY SD CHAMBER IN BRINGING BUSINESS LEADERS IN FRONT OF SOUTH DAKOTA LEGISLATION DELEGATION ON ISSUES ON FEDERAL LEVEL), AND CYBERSECURITY CONFERENCE (200+CHAMBER MEMBERS LEARN ABOUT CYBERSECURITY) PRINTED AND ELECTRONIC COMMUNICATION BY THIS GROUP INCLUDES THE CHAMBER ADVOCATE (WEEKLY EMAIL COMMUNICATING LOCAL/STATE/FEDERAL GOVERNMENT AND SCHOOL DISTRICT ACTIVITIES) AND BILL TRACKER (WEEKLY EMAIL COMMUNICATING STATUS OF BILLS THE CHAMBER IS ADVOCATING ON DURING LEGISLATIVE SESSION) MARKETING & COMMUNICATIONS, WHICH DEVELOPS PRINTED AND ELECTRONIC COMMUNICATIONS TO INCLUDE CHAMBER NEWS (MAGAZINE PUBLISHED 10 TIMES PER YEAR), QUICKLY (WEEKLY EMAIL TO MEMBERS COMMUNICATING CHAMBER ACTIVITIES), MEMBERSHIP SALES PIECES AND THE ANNUAL REPORT MARKETING & COMMUNICATIONS ALSO MANAGES SEVERAL WEBSITES AND SOCIAL MEDIA OUTLETS TO DISSEMINATE INFORMATION RELATED TO CHAMBER ACTIVITIES, LOCAL EVENTS, COMMUNITY HISTORY, BUSINESS DEVELOPMENT AND VISITOR INFORMATION LEADERSHIP DEVELOPMENT - THIS CLASSIFICATION INCLUDES THE GROUPS DESCRIBED BELOW LEADERSHIP SIOUX FALLS IS A COMMUNITY LEADERSHIP DEVELOPMENT PROGRAM DESIGNED TO MEET THE NEED FOR ACTIVE PARTICIPATION OF INFORMED AND DEDICATED COMMUNITY LEADERS THIRTY INDIVIDUALS ARE SELECTED EACH YEAR AND ARE INFORMED, CHALLENGED AND MOTIVATED BY BEING PROVIDED INFORMATION ON COMMUNITY RESOURCES, IDENTIFICATION OF COMMUNITY CONCERNS, INTERACTION WITH COMMUNITY LEADERS, AND A SENSE OF COMMUNITY TRUSTESHIP THE COMMUNITY APPEALS COMMITTEE QUALIFIES AND PROVIDES ORDERLY SCHEDULING OF CAPITAL FUND DRIVES AND HAS A RESPONSIBILITY TO DISCOURAGE UNNECESSARY OR OVERLAPPING DRIVES, TO ASSESS FUNDS AVAILABLE IN THE SIOUX FALLS COMMUNITY, AND TO PROVIDE INPUT ON REALISTIC CAPITAL CAMPAIGN GOALS THE BUSINESS LEADERSHIP COUNCIL PROMOTES AND ENHANCES BUSINESS AND CORPORATE RESPONSIBILITY IN THE SIOUX FALLS AREA THE YOUNG PROFESSIONALS NETWORK (YPN) (INVOLVING 925 PARTICIPANTS) IS A LEADERSHIP PROGRAM DESIGNED TO PROMOTE AND DEVELOP INFORMED AND INVOLVED YOUNG PROFESSIONALS IN THE SIOUX FALLS AREA THE YPN CREATES BUSINESS OPPORTUNITIES, SUPPORTS COMMUNITY INVOLVEMENT, AND PROMOTES AN INVESTMENT IN THE FUTURE OF THE SIOUX FALLS AREA YPN ACTIVITIES ARE DESIGNED TO PROVIDE OPPORTUNITIES FOR YOUNG PROFESSIONALS TO DEVELOP THE TALENTS AND SKILLS NEEDED TO SUCCEED IN THEIR CHOSEN CAREER AND TO ENGAGE AND INTRODUCE YOUNG PROFESSIONALS TO THE REGION'S RESOURCES AND POSSIBILITIES SMALL BUSINESS - SMALL BUSINESS COUNCIL SPONSORS THE FOLLOWING PROGRAMS BUSINESS SENSE WORKSHOPS (20 ONE-HOUR WORKSHOPS ON A VARIETY OF TOPICS DESIGNED TO PROVIDE ASSISTANCE AND SUPPORT RESPONSIVE TO THE NEEDS OF BUSINESS OWNERS AND THEIR EMPLOYEES, AVERAGE ATTENDANCE-40) HEY SIOUX FALLS - AWARD CEREMONY AND CELEBRATION OF ENTREPRENEURS (150 ATTENDEES)

4d Other program services (Describe in Schedule O)
(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>		No
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)?	Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>	Yes	
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		No
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>	Yes	
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		No
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		No
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		No
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>	Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		No
14a Did the organization maintain an office, employees, or agents outside of the United States?		No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i> (see instructions)		No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		No

Part IV Checklist of Required Schedules (continued)

	Yes	No
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		No
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	Yes	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>		No
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i>		No
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		No
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)		
a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		No
b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		No
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>		No
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>		No
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		No
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		No
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		No
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		No
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	Yes	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		No
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		No
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Table with columns for question ID, question text, and Yes/No response boxes. Includes sections for backup withholding, employee reporting, foreign accounts, prohibited transactions, charitable contributions, and nonprofit health insurance issuers.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O See instructions

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include: 1a (19), 1b (19), 2, 3, 4, 5, 6, 7a, 7b, 8a, 8b, 9.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows include: 10a, 10b, 11a, 11b, 12a, 12b, 12c, 13, 14, 15a, 15b, 16a, 16b.

Section C. Disclosure

Table with 3 columns: Question, Yes, No. Rows include: 17, 18, 19, 20.

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.

- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."

- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.

- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.

- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) STEVE VAN BUSKIRK CHAIR	6 00 0 10	X		X				0	0	0
(2) DAVE KAPASKA IMMEDIATE PAST CHAIR	1 00 0 10	X		X				0	0	0
(3) TIM STURDEVANT CHAIR ELECT	3 00	X		X				0	0	0
(4) BOBBI THURY VICE CHAIR	2 00 0 10	X		X				0	0	0
(5) DANIEL DOYLE TREASURER	2 00 0 10	X		X				0	0	0
(6) ALEJANDRO RAMIREZ DIRECTOR	1 00	X						0	0	0
(7) CARL WYNJA DIRECTOR	1 00 0 10	X						0	0	0
(8) CHRISTY NICOLAISEN DIRECTOR	1 00	X						0	0	0
(9) CURT ZASKE DIRECTOR	1 00	X						0	0	0
(10) TOM BIEGLER DIRECTOR	1 00	X						0	0	0
(11) PAUL HANSON DIRECTOR	1 00	X						0	0	0
(12) RANDY KNECHT DIRECTOR	1 00 0 10	X						0	0	0
(13) KARLA SANTI DIRECTOR	1 00	X						0	0	0
(14) CLAIRE SANTOS DIRECTOR	1 00	X						0	0	0
(15) LAURIE KNUTSON DIRECTOR	1 00	X						0	0	0
(16) MARK MICKELSON DIRECTOR	1 00 0 10	X						0	0	0
(17) MICHAEL A HAUCK DIRECTOR	1 00	X						0	0	0

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations	
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former				
(18) SHARON HASELHOFF DIRECTOR	1 00 0 10	X						0	0	0	
(19) WENDY BERGAN DIRECTOR	1 00	X						0	0	0	
(20) JASON BALL PRESIDENT & CEO	55 00 0 50			X				142,694	0	19,926	
(21) JOAN BARTLING FINANCE & ACCOUNTING DIRECTOR	40 00					X		101,776	0	26,719	
(22) MARK LEE PUBLIC AFFAIRS DIRECTOR	40 00					X		119,074	0	24,882	
(23) TERI SCHMIDT EXECUTIVE DIRECTOR	40 00					X		141,236	0	19,843	
1b Sub-Total ▶											
c Total from continuation sheets to Part VII, Section A ▶											
d Total (add lines 1b and 1c) ▶								504,780	0		91,370

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ▶ **4**

	Yes	No
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		No
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	Yes	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization ▶ **0**

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b	1,529,596			
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e	2,672,758			
	f All other contributions, gifts, grants, and similar amounts not included above	1f				
	g Noncash contributions included in lines 1a-1f \$ _____					
	h Total. Add lines 1a-1f		4,202,354			
Program Service Revenue		Business Code				
	2a FORWARD SIOUX FALLS FU	900099	571,184	571,184		
	b OTHER PROGRAM	900099	269,043	269,043		
	c AGRI-BUSINESS DIVISION	900099	265,833	265,833		
	d CONVENTION AND VISITOR	900099	243,852	243,852		
	e ANNUAL MEETING	900099	146,375	146,375		
	f All other program service revenue		1,675	1,675		
g Total. Add lines 2a-2f		1,497,962				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		55,612		55,612	
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties		12,916		12,916	
	6a Gross rents	(i) Real				
		105,457	(ii) Personal			
		b Less rental expenses	0			
		c Rental income or (loss)	105,457			
	d Net rental income or (loss)		105,457		105,457	
	7a Gross amount from sales of assets other than inventory	(i) Securities				
		550,227	(ii) Other			
		b Less cost or other basis and sales expenses	465,776			
		c Gain or (loss)	84,451			
	d Net gain or (loss)		84,451		84,451	
	8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18	a				
	b Less direct expenses	b				
c Net income or (loss) from fundraising events						
9a Gross income from gaming activities See Part IV, line 19	a					
b Less direct expenses	b					
c Net income or (loss) from gaming activities						
10a Gross sales of inventory, less returns and allowances	a					
	313,080	b				
	290,994	c Net income or (loss) from sales of inventory	22,086		22,086	
Miscellaneous Revenue	Business Code					
11a ADVERTISING	541800	124,237		124,237		
b OTHER INCOME	900099	6,724	6,724			
c						
d All other revenue						
e Total. Add lines 11a-11d		130,961				
12 Total revenue. See Instructions		6,111,799	1,504,686	146,323	258,436	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.				
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees	524,001			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	1,686,356			
8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions)	83,378			
9 Other employee benefits	183,677			
10 Payroll taxes	161,442			
11 Fees for services (non-employees)				
a Management				
b Legal				
c Accounting	46,390			
d Lobbying	55,544			
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees	4,630			
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	8,778			
12 Advertising and promotion	786,450			
13 Office expenses	202,200			
14 Information technology	91,845			
15 Royalties				
16 Occupancy	406,592			
17 Travel	108,810			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	560,723			
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	74,468			
23 Insurance	12,895			
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a TAX	4,022			
b VARIOUS EVENT EXPENSES	767,897			
c DUES & SUBSCRIPTIONS	46,577			
d CONVENTION SUPPLIES	12,527			
e All other expenses	15,968			
25 Total functional expenses. Add lines 1 through 24e	5,845,170			
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				
Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part IX

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	835,099	1	897,086
	2 Savings and temporary cash investments	91,642	2	175,038
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	672,424	4	712,027
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use	105,602	8	161,642
	9 Prepaid expenses and deferred charges	156,086	9	175,881
	10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	1,186,672		
	b Less accumulated depreciation	909,749		
		353,371	10c	276,923
	11 Investments—publicly traded securities	2,106,839	11	2,371,015
	12 Investments—other securities See Part IV, line 11	2,379,779	12	2,285,134
	13 Investments—program-related See Part IV, line 11		13	
	14 Intangible assets		14	
15 Other assets See Part IV, line 11		15		
16 Total assets. Add lines 1 through 15 (must equal line 34)	6,700,842	16	7,054,746	
Liabilities	17 Accounts payable and accrued expenses	154,964	17	231,122
	18 Grants payable		18	
	19 Deferred revenue	656,253	19	746,482
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability Complete Part IV of Schedule D		21	
	22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D		25	
	26 Total liabilities. Add lines 17 through 25	811,217	26	977,604
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	983,060	27	1,914,800
	28 Temporarily restricted net assets	4,906,565	28	4,162,342
	29 Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
33 Total net assets or fund balances	5,889,625	33	6,077,142	
34 Total liabilities and net assets/fund balances	6,700,842	34	7,054,746	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	6,111,799
2	Total expenses (must equal Part IX, column (A), line 25)	2	5,845,170
3	Revenue less expenses Subtract line 2 from line 1	3	266,629
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	5,889,625
5	Net unrealized gains (losses) on investments	5	14,973
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	-94,085
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	6,077,142

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
<p>1 Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____</p> <p>If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O</p>			
<p>2a Were the organization's financial statements compiled or reviewed by an independent accountant?</p> <p>If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both</p> <p><input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis</p>	2a		No
<p>b Were the organization's financial statements audited by an independent accountant?</p> <p>If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both</p> <p><input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis</p>	2b	Yes	
<p>c If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?</p> <p>If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O</p>	2c	Yes	
<p>3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?</p>	3a		No
<p>b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits</p>	3b		

Additional Data

Software ID:

Software Version:

EIN: 46-0189300

Name: SIOUX FALLS AREA CHAMBER OF COMMERCE

Form 990 (2017)

Form 990, Part III, Line 4a:

CONVENTION & VISITORS BUREAU (CVB) - THE CVB IS RESPONSIBLE FOR SELLING SIOUX FALLS AS A VISITOR DESTINATION IN ORDER TO ADVANCE ECONOMIC DEVELOPMENT THROUGHOUT THE COMMUNITY THE CVB BOOKED 141 CONVENTIONS, MEETINGS, AND EVENTS INVOLVING 100,649 PEOPLE OVER THE NEXT SEVERAL YEARS THE CVB DISTRIBUTED 95,514 VISITOR GUIDES VIA MAIL, DIRECT MAIL, READER RESPONSE, DOWNLOADS AND VIEW, AND ALSO TO CONVENTIONS, MEETINGS AND EVENT ATTENDEES IN SIOUX FALLS THE TOTAL NUMBER OF VISITORS TO SIOUX FALLS ESTIMATED BY THE CVB IS 1,945,920 THE CVB PRINTS PUBLICATIONS SUCH AS SIOUX FALLS VISITOR GUIDE (220,000 COPIES) THE CVB TRAVELS NATIONWIDE DOING SALES CALLS AND BID PRESENTATIONS TO BRING NEW BUSINESSES TO THE CITY DIGITAL AND PRINT MARKETING PROGRAMS ARE DONE TO ADVERTISE THE CITY THROUGHOUT THE COUNTRY THE VISITOR INFORMATION CENTER AT FALLS PARK IS ALSO MANAGED BY THE CVB

Form 990, Part III, Line 4b:

MEMBER SERVICES - MEMBER SERVICES CONSISTS OF COMMITTEES SUCH AS THE AMBASSADOR COMMITTEE (PROVIDES A STABLE SOURCE OF INCOME VIA DUES BY SECURING NEW CHAMBER MEMBERSHIPS), DIPLOMAT COMMITTEE (MAINTAINS MEMBERSHIP STRENGTH IN THE SIOUX FALLS AREA CHAMBER OF COMMERCE), MILITARY AND VETERANS AFFAIRS COMMITTEE (IMPROVES THE QUALITY OF LIFE FOR ALL ACTIVE, GUARD, RESERVE, RETIRED AND DISABLED MILITARY PERSONNEL AND THEIR FAMILIES) THE DIPLOMAT COMMITTEE SPONSORS THE FOLLOWING EVENTS 12 MEMBERSHIP MIXERS (AVERAGE ATTENDANCE OF 250 PROFESSIONALS), GOOD MORNING SIOUX FALLS (INFORM MEMBERS OF IMPORTANT ISSUES AFFECTING OUR COMMUNITY AND STATE- 2 EVENTS WITH AVERAGE ATTENDANCE OF 233) TWO NEW MEMBER MIXERS TO WELCOME AND ORIENTATE NEW MEMBERS ON CHAMBER PROGRAMS AND EVENTS (ATTENDED BY 60 PEOPLE EACH), AND THREE CHAMBERHOOD EVENTS TO BRING BUSINESS OWNERS AND THEIR EMPLOYEES TOGETHER TO LEARN ABOUT DEVELOPMENT IN THEIR AREA OF THE CITY AND THE CHAMBER (ATTENDED BY 80 PEOPLE EACH) MORNING MINGLE PROVIDES A NETWORKING OPPORTUNITY FOR MEMBERS (45 ATTENDEES) 2 CONNECTION POINTS PROVIDE MEMBERS THE OPPORTUNITY TO LEARN ABOUT VOLUNTEERING WITH THE CHAMBER (30 ATTENDEES)

Form 990, Part III, Line 4c:

AGRI-BUSINESS - THE AGRI-BUSINESS DIVISION WORKS TO ADVANCE AND PROMOTE THE SIOUX EMPIRE AS AN AGRICULTURAL CENTER. THIS DIVISION HOLDS EVENTS SUCH AS THE SIOUX EMPIRE FARM SHOW (ATTRACTS 30,000 PEOPLE ANNUALLY), AG APPRECIATION DAY (PROVIDES FREE GATE ADMISSION TO THE SIOUX EMPIRE FAIR AND LUNCH FOR 4,000 AG PRODUCERS), LIVESTOCK SHOWS, AND REGULARLY SCHEDULED MEETINGS.

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities
For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶Complete if the organization is described below. ▶Attach to Form 990 or Form 990-EZ.
▶Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

Open to Public Inspection

If the organization answered "Yes" on Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered "Yes" on Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered "Yes" on Form 990, Part IV, Line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization SIOUX FALLS AREA CHAMBER OF COMMERCE	Employer identification number 46-0189300
--	--

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV (see instructions for definition of "political campaign activities")
- 2 Political campaign activity expenditures (see instructions) ▶ \$ _____
- 3 Volunteer hours for political campaign activities (see instructions) _____

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$ _____
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$ _____
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? Yes No
- 4a Was a correction made? Yes No
- b If "Yes," describe in Part IV

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$ _____
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$ _____
- 3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b ▶ \$ _____
- 4 Did the filing organization file **Form 1120-POL** for this year? Yes No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-
1				
2				
3				
4				
5				
6				

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)
- B** Check if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures
(The term "expenditures" means amounts paid or incurred.)

	(a) Filing organization's totals	(b) Affiliated group totals
--	----------------------------------	-----------------------------

- 1a** Total lobbying expenditures to influence public opinion (grass roots lobbying)
- b** Total lobbying expenditures to influence a legislative body (direct lobbying)
- c** Total lobbying expenditures (add lines 1a and 1b)
- d** Other exempt purpose expenditures
- e** Total exempt purpose expenditures (add lines 1c and 1d)
- f** Lobbying nontaxable amount Enter the amount from the following table in both columns

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over \$500,000	20% of the amount on line 1e
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000
Over \$17,000,000	\$1,000,000

- g** Grassroots nontaxable amount (enter 25% of line 1f)
- h** Subtract line 1g from line 1a If zero or less, enter -0-
- i** Subtract line 1f from line 1c If zero or less, enter -0-
- j** If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?

Yes No

4-Year Averaging Period Under section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total Add lines 1c through 1i			
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	No
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	No
3 Did the organization agree to carry over lobbying and political expenditures from the prior year?	3	No

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1	1,529,596
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	54,975
b Carryover from last year	2b	-14,876
c Total	2c	40,099
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	45,888
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5 Taxable amount of lobbying and political expenditures (see instructions)	5	-5,789

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, lines 1 and 2 (see instructions), and Part II-B, line 1 Also, complete this part for any additional information

Return Reference	Explanation
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SCHEDULE D
(Form 990)

Supplemental Financial Statements

OMB No 1545-0047
2017
Open to Public Inspection

▶ Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990.

Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

Department of the Treasury
Internal Revenue Service

Name of the organization
SIOUX FALLS AREA CHAMBER OF COMMERCE

Employer identification number
46-0189300

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.
Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?		<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?		<input type="checkbox"/> Yes <input type="checkbox"/> No

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply)

Preservation of land for public use (e.g., recreation or education) Preservation of an historically important land area

Protection of natural habitat Preservation of a certified historic structure

Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a Total number of conservation easements	2a
b Total acreage restricted by conservation easements	2b
c Number of conservation easements on a certified historic structure included in (a)	2c
d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ _____

4 Number of states where property subject to conservation easement is located ▶ _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? Yes No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ _____

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? Yes No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.
Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____

(ii) Assets included in Form 990, Part X ▶ \$ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items

a Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____

b Assets included in Form 990, Part X ▶ \$ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

- 3** Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply)
- a** Public exhibition
 - b** Scholarly research
 - c** Preservation for future generations
 - d** Loan or exchange programs
 - e** Other
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII
- 5** During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table
- | | Amount |
|--|--------|
| c Beginning balance | |
| d Additions during the year | |
| e Distributions during the year | |
| f Ending balance | |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? Yes No
- b** If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as
- a** Board designated or quasi-endowment ▶
 - b** Permanent endowment ▶
 - c** Temporarily restricted endowment ▶
- The percentages on lines 2a, 2b, and 2c should equal 100%
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by
- | | | |
|--|------------|-----------|
| (i) unrelated organizations | Yes | No |
| 3a(i) | | |
| (ii) related organizations | Yes | No |
| 3a(ii) | | |
| b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R? | | |
| 3b | | |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		128,971	71,987	56,984
d Equipment		637,486	571,340	66,146
e Other		420,215	266,422	153,793
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c)) . . . ▶				276,923

Part VII Investments—Other Securities. Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests	2,283,481	C
(3) Other _____ (A) MORTGAGE-BACKED SECURITIES	1,653	F
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12)	2,285,134	

Part VIII Investments—Program Related. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 13)		

Part IX Other Assets. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15)	

Part X Other Liabilities. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25)	

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
a	Net unrealized gains (losses) on investments	2a		
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b		4c	
5	Total revenue Add lines 3 and 4c . (This must equal Form 990, Part I, line 12)		5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b		4c	
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)		5	

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b Also complete this part to provide any additional information

Return Reference	Explanation
See Additional Data Table	

Part XIII Supplemental Information *(continued)*

Return Reference	Explanation

Additional Data

Software ID:

Software Version:

EIN: 46-0189300

Name: SIOUX FALLS AREA CHAMBER OF COMMERCE

Supplemental Information

Return Reference	Explanation
PART X, LINE 2	THE SIOUX FALLS AREA CHAMBER OF COMMERCE AND THE CHAMBER FOUNDATION EACH FILE AN INFORMATIONAL FORM 990 TAX RETURN IN THE U S FEDERAL JURISDICTION THE SIOUX FALLS AREA CHAMBER OF COMMERCE AND THE CHAMBER FOUNDATION ARE NO LONGER SUBJECT TO U S FEDERAL INCOME TAX EXAMINATIONS BY TAX AUTHORITIES FOR YEARS PRIOR TO 2014 THERE ARE NO FEDERAL EXAMINATIONS CURRENTLY IN PROCESS MANAGEMENT EVALUATED THE CHAMBER'S TAX POSITIONS AND CONCLUDED THAT THE CHAMBER HAD TAKEN NO UNCERTAIN TAX POSITIONS THAT REQUIRE RECOGNITION IN THE CONSOLIDATED FINANCIAL STATEMENTS

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

- ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
▶ Attach to Form 990.
- ▶ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

2017

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization
SIOUX FALLS AREA CHAMBER OF COMMERCE

Employer identification number

46-0189300

Part I Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.		
<input type="checkbox"/>	First-class or charter travel		
<input type="checkbox"/>	Travel for companions		
<input type="checkbox"/>	Tax indemnification and gross-up payments		
<input type="checkbox"/>	Discretionary spending account		
<input type="checkbox"/>	Housing allowance or residence for personal use		
<input type="checkbox"/>	Payments for business use of personal residence		
<input type="checkbox"/>	Health or social club dues or initiation fees		
<input type="checkbox"/>	Personal services (e.g., maid, chauffeur, chef)		
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b	
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?	2	
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.		
<input checked="" type="checkbox"/>	Compensation committee		
<input checked="" type="checkbox"/>	Independent compensation consultant		
<input type="checkbox"/>	Form 990 of other organizations		
<input type="checkbox"/>	Written employment contract		
<input checked="" type="checkbox"/>	Compensation survey or study		
<input checked="" type="checkbox"/>	Approval by the board or compensation committee		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:		
a	Receive a severance payment or change-of-control payment?	4a	No
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b	No
c	Participate in, or receive payment from, an equity-based compensation arrangement?	4c	No
If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			
Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:		
a	The organization?	5a	
b	Any related organization?	5b	
If "Yes," on line 5a or 5b, describe in Part III.			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:		
a	The organization?	6a	
b	Any related organization?	6b	
If "Yes," on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III.	7	
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.	8	
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9	

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1 JASON BALL PRESIDENT & CEO	(i)	131,558	11,136	0	0	19,926	162,620	0
	(ii)	0	0	0	0	0	0	0
2 TERI SCHMIDT EXECUTIVE DIRECTOR	(i)	141,236	0	0	8,250	11,593	161,079	0
	(ii)	0	0	0	0	0	0	0

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

Return Reference	Explanation
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SCHEDULE O
(Form 990 or 990-EZ)**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017**Open to Public Inspection**

Department of the Treasury
Internal Revenue Service

Name of the organization

SIOUX FALLS AREA CHAMBER OF COMMERCE

Employer identification number

46-0189300

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	THE ORGANIZATION'S MEMBERS ARE COMPRISED OF ANY REPUTABLE BUSINESS FIRM, INDIVIDUAL, ASSOCIATION, CORPORATION, PARTNERSHIP, OR ESTATE HAVING AN INTEREST IN ADVANCING AND PROMOTING THE REGION'S ECONOMIC HEALTH AND QUALITY OF LIFE

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7A	FIVE MEMBERS OF THE ORGANIZATION ARE NOMINATED TO THE BOARD OF DIRECTORS EACH YEAR TO SERVE THREE YEAR TERMS ACCORDING TO THE CHAMBER'S BYLAWS AS PROVIDED BY THE BYLAWS, THE CURRENT BOARD CHAIR ANNUALLY APPOINTS A BOARD OF DIRECTORS NOMINATING COMMITTEE CONSISTING OF SEVEN MEMBERS FOR THIS PURPOSE WHEN NOMINEES ARE SECURED, CHAMBER MEMBERS ARE MAILED A NOTICE OF THE PROPOSED NOMINEES WHEN THE FORMAL NOTICE PERIOD EXPIRES THE NOMINEES ARE RATIFIED AS DULY ELECTED BY THE BOARD OF DIRECTORS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	THE FINANCE AND ACCOUNTING DIRECTOR OF THE SIOUX FALLS AREA CHAMBER OF COMMERCE REVIEWS THE FORM 990 AND COMPARES THE ITEMS ON THE RETURN TO THE ORGANIZATION'S RECORDS. A COPY OF THE FORM 990 IS THEN PROVIDED TO EACH BOARD MEMBER FOR REVIEW. THE PRESIDENT OF THE ORGANIZATION THEN APPROVES THE RETURN AND AUTHORIZES THE FILING OF THE RETURN WITH THE TAXING AUTHORITIES.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 12C	BOARD MEMBERS ARE REQUIRED TO SIGN A CONFLICT OF INTEREST FORM

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15	MEMBERS OF THE SIOUX FALLS AREA CHAMBER OF COMMERCE EXECUTIVE COMMITTEE MEET TO REVIEW COMPENSATION INFORMATION FOR THE CHAMBER PRESIDENT/CEO POSITION. COMPARATIVE DATA IS PULLED FROM THE UNITED STATES CHAMBER SURVEY - MIDWEST CITIES AND FROM MID-AMERICA CHAMBER EXECUTIVES SALARY AND COMPENSATION SURVEY. THE FOLLOWING CRITERIA ARE TAKEN INTO ACCOUNT FOR DETERMINING A COMPETITIVE COMPENSATION PACKAGE FOR THE PRESIDENT/CEO POSITION: 1) MEMBERSHIP SIZE AND GROWTH TRENDS, 2) FINANCIAL HEALTH OF THE CHAMBER AND PERFORMANCE COMPARED TO BUDGET, 3) PROGRESS TOWARD, OR COMPLETION OF, PROGRAMMATIC OBJECTIVES OF THE CHAMBER, 4) ENGAGEMENT WITH THE COMMUNITY, AND 5) COMPARISON TO OTHER COMMUNITIES OF CHAMBER EXECUTIVE COMPENSATION IN PEER CITIES. COMPENSATION LEVELS FOR OTHER KEY EMPLOYEES AND STAFF LEVELS ARE DISCUSSED AND REVIEWED BETWEEN THE CHAMBER PRESIDENT/CEO AND CHAIR OF THE CHAMBER AND SALARY CHANGES ARE MADE THROUGHOUT THE FISCAL YEAR.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION C, LINE 19	AVAILABLE UPON REQUEST

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART XI, LINE 9	EQUITY IN REVENUES OVER EXPENSES OF SDTBC -94,085

**SCHEDULE R
(Form 990)**

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

2017

**Open to Public
Inspection**

- ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
- ▶ Attach to Form 990.
- ▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

Department of the Treasury
Internal Revenue Service

Name of the organization
SIOUX FALLS AREA CHAMBER OF COMMERCE

Employer identification number

46-0189300

Part I Identification of Disregarded Entities Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
(1) SIOUX FALLS AREA CHAMBER OF COMMERCE FOUNDATION 200 N PHILLIPS AVENUE PO BOX 1425 S SIOUX FALLS, SD 57104 36-3470628	EDUCATION, RESEARCH, AFFORDABLE HOUSING	SD	501(C)(3)	509(A)(3)	N/A		No
(2) SOUTH DAKOTA TECHNOLOGY BUSINESS CENTER 2329 N CAREER AVE SIOUX FALLS, SD 57107 81-0585921	BUSINESS DEVELOPMENT	SD	501(C)(4)		N/A		No

Part III Identification of Related Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income(related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
(1) FORWARD SIOUX FALLS PROJECT 200 N PHILLIPS AVE STE 200 PO BOX 1 SIOUX FALLS, SD 57104 46-0396647	ECONOMIC DEVELOPMENT, WORKFORCE DEVELOPMENT, COMMUNITY	SD	N/A	RELATED	-758,927	3,230,009		No		Yes		50 000 %

Part IV Identification of Related Organizations Taxable as a Corporation or Trust Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No

Part V Transactions With Related Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule

	Yes	No
1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?		
a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity	1a	No
b Gift, grant, or capital contribution to related organization(s)	1b	No
c Gift, grant, or capital contribution from related organization(s)	1c	No
d Loans or loan guarantees to or for related organization(s)	1d	Yes
e Loans or loan guarantees by related organization(s)	1e	No
f Dividends from related organization(s)	1f	No
g Sale of assets to related organization(s)	1g	No
h Purchase of assets from related organization(s)	1h	No
i Exchange of assets with related organization(s)	1i	No
j Lease of facilities, equipment, or other assets to related organization(s)	1j	Yes
k Lease of facilities, equipment, or other assets from related organization(s)	1k	No
l Performance of services or membership or fundraising solicitations for related organization(s)	1l	Yes
m Performance of services or membership or fundraising solicitations by related organization(s)	1m	No
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	Yes
o Sharing of paid employees with related organization(s)	1o	Yes
p Reimbursement paid to related organization(s) for expenses	1p	No
q Reimbursement paid by related organization(s) for expenses	1q	No
r Other transfer of cash or property to related organization(s)	1r	No
s Other transfer of cash or property from related organization(s)	1s	No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved

Part VI **Unrelated Organizations Taxable as a Partnership** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	

Part VII **Supplemental Information**

Provide additional information for responses to questions on Schedule R (see instructions)