# the region

# Man Convicted In Clay Co. Case Dies

SIOUX FALLS — A state prison inmate has died convict-

ed in a Clay County pedophile case has died.

A press release from the South Dakota Department of Corrections, inmate Frederick Sealey passed away Monday at a Sioux Falls hospital following an extended illness.

Sealey, 70, was serving a 35-year sentence with 10 years suspended following a 2001 conviction for criminal pedophilia out of Clay County. Sealey was also serving a consecutive 15-year sentence with all of the time suspended for a conviction of sexual contact with a child under the age of 16 out of Clay County.

An autopsy is being conducted.

### **Hanten To Give Presentation At 1M Cups**

Yankton is one of the smallest cities in America to have an angel fund actively investing in entrepreneurs and startup companies. Åt this Wednesday's 1 Million Cups meeting, Two Bridges Capital will provide a presentation from one of its chairmen, Ben Hanten. He'll be talking about the types of companies TBC has invested in and what the future holds for funding startups in the Yankton area.

The meeting is set for 9 a.m. at the Avera Professional Pavilion. The public is welcome to attend.

# Historical Society To Conduct Phone Survey

Mount Marty College and the Yankton County Historical Society are partnering together to conduct a household size and income survey of Yankton County for a grant

Residents of Yankton County may receive a randomized phone call starting Dec. 17 that will ask you two simple questions. All calls and responses are completely anonymous and are gathered for statistical purposes.

### **Food Program Items To Be Distributed**

The Commodity Supplemental Food Program Commodities will be distributed Friday, Dec. 18, at The Center, 900 Whiting Drive, Yankton. The program is for those who are ages 60 and older meeting income guidelines.

Stop in the front office for an application or contact Connie at 665-4685 for more information.

### **Coloring For Adults At Library Slated**

The Yankton Community Library, 515 Walnut Street, invites adults to join the staff Saturday, Dec. 26, and Sunday, Dec. 27, from 2-4 p.m. each day, for the latest trend in stress busting:

No registration is required and there will be no instruction, no lesson plan, and no agenda. Just bring your creative mind and perhaps a friend or two. A quiet space with calming music will relieve all that holiday stress and worry. All supplies are provided, but you are welcome to bring your own.

For more information, call the library at 668-5275.

**Hurdles During Holiday Season** 

Small seasonal retailers can earn 50 percent or more of total annual sales during the critical holiday shopping period between Black Friday and New Year's Day. The business choices made during this critical period can directly affect a small firm's cash flow for the

BY STANLEY NAKANO

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entire year. The SBA has compiled the following list of the top six hurdles small retailers face during the busy holiday

1. Lack of inventory control. Inventory control is crucial for all small retailers, especially during the busy holiday sales months. It is important to remember that inventory equals profits, and knowing how much product to order, when to order it, and what items to order can make the difference between having cash in the bank or aging inventory on the

2. Hiring the wrong employees for critical positions. There is a cost to hiring the wrong people for key positions. Small firms tend to have less layers of management between the owner and the employees, therefore new hires must be able to perform with less direct supervision and be motivated to get the job done right the first time. Avoid this issue by writing a detailed job description and training

new employees on how you want them

**Small Retailers Face Many** 

to represent your business.
3. Undercapitalization is a problem no business wants or needs. Cash flow is the life blood of all small businesses. Cash flow allows a business to make payroll, pay suppliers, and keep its doors open. Business owners can immediately increase cash flow by collecting accounts receivables in a timely manner; not keeping too much cash tied up in unnecessary inventory; and eliminating unprofitable account relationships.

4. Not embracing online sales and social media. A recent US Census Bureau report shows that more than \$87 billion in e-commerce sales were made during the third quarter of 2015 — a 4.2 percent increase over the previous quarter. A study by Forrester Research, Inc., showed that by 2017 more than 60 percent of all U.S. retail sales will involve the web. As more consumers use the internet to make holiday purchases, it is imperative that small retailers develop a retail web presence. Also, leverage Twitter and Facebook to promote one-day sales or plug special product lines and high inventoried merchandise.

5. Not delaying the employee office party and social events. It is sales crunch time from Black Friday until New Year's Day. Office parties can cause distractions at a time when the business needs to be especially pro-

ductive. Too much food and drink can not only cause a nasty hangover, but sidetrack employee and management's focus. Consider moving the company party until after New Year's Day and call it the annual thank-you event.

6. Innovation and creativity lost. Historically, locally-owned small retailers beat their big box and online competitors by providing outstanding individualized customer service. Black Friday creep has pushed large retailers into flooding the market with lost leader pricing on a wide array of holiday products. Small retailers should take the offensive by selling creative and innovative products that cannot be found at the local mega mall or online. Create a unique customer experience that will draw shoppers to travel outside of their comfort zone and discover that out of the ordinary shopping district with 10 trendy stores, not 100 traditional chain stores.

For more information on ways the SBA can assist your small business this holiday season, visit www.-sba.

Stanley Nakano serves as the SBA's Acting Region VIII Administrator and is based in Salt Lake City. He oversees the agency's programs and services in Colorado, Montana, Utah, North Dakota, South Dakota and Wyoming.

# Holiday Break Activities At Yankton Community Library

The Yankton Community Library is hosting holiday break boredom-buster activities after Christmas.

The staff is showing "The Minion Movie" on Monday, Dec. 28. It is rated PG and is 90 minutes long.

Tuesday, Dec. 29, is game day with board games and Wii available. The library will provide a variety of games, but you can also bring your own.

Free building time with the library's LEGO and DUPLO brinks is scheduled

for Wednesday, Dec. 30. All activities are from 2-3:30 p.m. All ages are welcome. Preschoolers must be accompanied by an adult or teen.

Call the library at 668-5275 if you have questions.

### OBITUARIES

# Joanna Merkwan

Joanna A. "Jenny" Merkwan, 94, of Tabor passed away early Saturday, Dec. 12, 2015, at Avera Sister James

Care Center, Yankton. Mass of Christian Burial will be 10:30 a.m. Friday, Dec. 18, at St. Wenceslaus Catholic Church, Tabor, with the Rev. Steven Jones officiating. Burial will be in the parish cemetery.

Visitations will begin at 5 p.m. Thursday, Dec. 17, at the Opsahl-Kostel Memorial Chapel, Tabor, with a Wake service at 7 p.m. Visitations will resume one hour prior to the service at the chapel.

Online condolences may be sent at www.opsahlkostelfuneralhome.com.

# **Edwin Aman**

Edwin Aman, 95, of Freeman passed away on Sunday, Dec. 13, 2015, at the Freeman Hospital.

Funeral services will be held Dec. 17 at 10:30 a.m. at the Bethlehem Reformed Church (OPC) of Freeman.

Visitation will be from 4-7 p.m. Wednesday, Dec. 16, with the family present from 6-7 p.m. at the Walter Funeral Home in Freeman.

# **Janis Long**

Janis Joan Long, 81, of Yankton passed away on Monday, Dec. 14, 2015, at her

Arrangements are pending with the Wintz & Ray Funeral Home and Cremation Service in Yankton.

# Arlene Goeden

Arlene Goeden, 90, of Yankton died Saturday, Dec. 12, 2015, at Avera Yankton Care Center in Yankton. Funeral service will be 1

p.m. Friday, Dec. 18, at the Wintz & Ray Funeral Home in Yankton. Burial will be in the Sacred Heart Cemetery in

Visitation is one hour prior to the funeral on Friday at the funeral home. To post an online sympa-

thy message, visit wintzrayfu-

neralhome.com.





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