Free & Confidential Business Assistance

Southeast Enterprise Facilitation Project
Your *Idea*—Your *Passion*—Your *Business*

2017 Semi Annual Report

SOUTHEAST ENTERPRISE FACILITATION PROJECT

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20th Anniversary Booth Participants

Rob & Brandy Engels, Parker, SD. Brandy's Custom Cakery. Brandy was a 2015 SEFP client. Table Decorations were provided by Brandy.

Mary & Shannon Brooks, Mary's Tach & Upholstery and The Car Guy, Parker, SD. Both were SEFP Clients in 2005 and had at booth at the 20th Anniversary event.

Robin Westhoff of Artistic Elements by Robin and Denton Combs displayed their metal artwork at the celebration. Robin was a 2016 client.

Justin & Catrina Walsh, Viborg, SD. Puzzled-Signed and Sealed hand-painted signs and home décor. Our 2016 Clients displayed their signs at the SEFP Celebration.

A very special "Thank You" to our special guests for attending the celebration and showing us their thriving businesses!

Featured Stories

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Celebrating Milestones!

SEFP Welcomes Dr. Ernesto Sirolli

April 19th, 2017 marked 20 years since Southeast Enterprise Facilitation Project was established. A celebration was held in Marion, SD at Katie's Malt Shoppe and Restaurant. The keynote speaker was Dr. Ernesto Sirolli who is the founder and brain child of Enterprise Facilitation. It was an honor to host Dr. Sirolli and to hear of his travels and trials prior to developing his own "idea" of what "business assistance" could and should look like. His passion for his work was contagious! Following is a brief summary of Dr. Sirolli's history as provided by his wife Martha: A community iron man and one of the world's leading authorities on local economic development. He began working in International Aid in Africa in 1971 and has since worked globally in projects to promote local entrepreneurship and local self determination. Dr. Sirolli lives in California after being invited to establish the Sirolli Institute in 1996, a social enterprise that teaches civic leaders and entrepreneurs not to let a single ounce of local intelligence go to waste.

Dr. Sirolli received a Laurea di Dottore in Political Sciences from Rome University in 1976 and a Ph.D in Local Enterprise Facilitation from Murdoch University, Australia in 2004. He is Industry Fellow at CSRM, University of Queensland and Adjunct Professor of Sustainable Development at Curtin University. In Nov 2016 he was honored with a lifetime achievement award by the Institute of Enterprise & Entrepreneurs UK.

Dr. Sirolli is the author of two books: "Ripples from the Zambezi - Passion entrepreneurship and the rebirth of local economies" a best seller that is used by Economic Development practitioners and students and :"How to start a business and ignite your life – a simple guide to combining business wisdom with passion" " a book written for business and start ups. On online Master Class "Trinity of Management" became available in 2016. In 2012 Dr. Sirolli was invited to give a TED TALK; his 17 minute talk: "Shut up and Listen" has been translated in 31 languages and downloaded more than 2½ million times.

"Remember to celebrate the milestones as you prepare for the road ahead", Author Nelson Mandela

Milestones . . .

1997 20th Anniversary Celebration "Quick Pics" 2017

SEFP founding members from left: Alan Ward, John Chicoine and John McDonald. In the back is David Lambert, SEFP's first Enterprise Facilitator whom emceed the event.

Dr. Ernesto Sirolli presents SEFP Board President, Brad Miller, Canistota, and SEFP Facilitator, Brenda Schulte with a Certificate of Recognition from the Sirolli Institute for 20 Years of Service in Rural Southeastern South Dakota.

SEFP Board of Directors, from left, back row: James Adamson, Gerald Bertsch, Alan Ward, John McDonald, Jeremy Grady, Jared Hybertson, Alan Astleford. Front row from left: Jerry Paweltzki, Ron Globke, Brenda Schulte, Facilitator, Curt Lukes, Brad Miller.

Don Heeren, Southeastern Electric Cooperative Investor Partner accepts a plaque for their continued support of SEFP. Also pictured, Brad Miller, SEFP Board President. This was the first year of SEFP presenting Investor Partners with recognition plaques.

20 Years of Believing in The Future, One Entrepreneur at a Time!
Statistics from 1997-2017 to date

	Total		New	Expanded	Retained	New Jobs	Retained Jobs	Total Jobs
	204	**GRAND TOTALS —ALL YEARS**	**125**	**39**	**51**	**338.0**	**307**	**646.0**
	67		48	7	12	87.5	55.0	141.5
67.16%	137	**BUSINESSES still in business**	**77**	**32**	**39**	**251**	**252**	**505**
29 SOLD		***Percentage still in business***	61.60%	82.05%	76.47%	74.11%	82.06%	78.10%

Client Introductions. . .

The Crayon Box III

Rhonda and Gerald Mead, Owners
301 East Brown Ave., Salem, SD
605-425-2572
3 Part Time Jobs

BACKGROUND: The Meads began their journey as business owners in 2012 when they purchases the existing daycare in Salem. The daycare consisted of two building located next to each other on Brown Avenue. Since that time, it has become apparent the community needed additional child care services so Rhonda and Gerald took the leap and built another building adjacent to the others. This is the second time SEFP has assisted the Meads'!

ASSISTANCE/RESULTS: A Business Plan for a Retained Business

QUOTABLE: ***"You just have to believe", states Rhonda. "It took some convincing for Gerald but I just told him to believe it will work and it has."***

The SEFP representatives presented a 2nd Dollar of Profit. Those in the picture include: Gerald Bertsch, SEFP Board, Brenda Schulte, SEFP Facilitator, Rhonda Mead and Darin Schroeder, Salem PSA President.

Humble Journey

Thanks to the SEFP Investor/Partners

Your continued commitment assists in rural business development.

The Partners originate from the **Turner County Commission, McCook County Commission**, area **Cities, Development organizations, Banks, Electric & Farmers Cooperatives, Corporations, and former clients**.

***Per Capita Based Fee*,**
the active Cities and Counties include:

Bridgewater, Canistota, Marion,
McCook County, Menno,
Montrose, Parker, Salem,
Turner County

PLATINUM LEVEL—$5,000(+)
Basin Electric Power Cooperative
East River Electric Power Cooperative
Southeastern Electric Cooperative

GOLD LEVEL—$2,500 TO $4,999
First Dakota National Bank
First PREMIER Bank

SILVER LEVEL—$1,000 TO $2,499
***Security State Bank * Farmers State Bank**
Northwestern Energy * TrioTel Communications
Parker Ford Inc.

BRONZE LEVEL—Up To $999
Avera Health
Cargill
Central Farmers Cooperative
First Savings Bank
FREMAR LLC
Menno State Bank
Service First Federal Credit Union
Wieman Land & Auction
Bones Elevator

From Facilitator's Desk . . .

It seems to me, a person is wise to reflect on life's path every so often! Where have I been, what have I done, how did I get here? Whether "here" is a worthy place to be or not, this reflection will tell a story.

So, lets step back in time and reflect a bit . . . In 1997 I had just graduated from college—I know—late bloomer but better late than never! I was lucky enough to land my dream job (before I even graduated) and went to work for the Mitchell Area Safehouse as the Director of the first Family Visitation Center in South Dakota. That was a real milestone for me! I have had other milestones in my life as well, but professionally I feel my time at SEFP has been my most joyous! Sure, I loved my work with children and families, but at SEFP I get to help people make their dreams come true—it doesn't get much better than that! I remember Nancy Larson telling me before she retired, "it will get under your skin" and she was right! Of course she was talking about SEFP and the work we do.

I guess 1997 was a pretty special year for me as well as SEFP. It all started like this . . .

A task force including 16 individuals from eight communities in Southeast South Dakota began investigating the possibility of bringing Enterprise Facilitation to the rural area including Turner, Hutchinson and McCook Counties in November 1996. They heard Ernesto Sirolli tell of the Enterprise Facilitation concept and Vince Robinson of Lincoln County Minnesota testified of his experience as a Facilitator since 1989.

A budget was developed and a list of potential local and outside funders was developed for interest/support in the project. The group met formally in February 1997 with a representative of the Sirolli Institute who told of grant funds from the Northwest Area Foundation and USDA Rural Development availability requiring an equal local match. The application deadline was March 13, 1997 and would need to be applied for each year up to three years. The application was successful and matching funds gained.

The task force decided to organize as a non-profit corporation by forming a board of directors, writing articles of incorporation and by-laws. The Enterprise Facilitator position was advertised, interviews completed, David Lambert was hired as Facilitator and trained the week of May 19th, to begin his duties mid-June. The IRS non-profit designation was secured in 1999.

David Lambert continued as Enterprise Facilitator for SEFP until June 2002 when he resigned to pursue other opportunities. At that point, the Badlands South Central Enterprise Facilitator was contacted to see if there was interest in applying for the SEFP position and the position was advertised Statewide. Nancy Larsen was hired and began working August 5, 2002.

In April of 2015, the SEFP Board of Directors submitted an ad in local and regional area newspapers advertising an opening for an Enterprise Facilitator. Nancy Larson had submitted her resignation effective September 30th, 2015 at which time she would be retiring. Brenda Schulte was hired and began her duties on July 1st, 2015. She was able to train with Nancy until her retirement in September which allowed for the two Facilitators to work together on major projects.

David Lambert
1997-2002

Nancy Larsen
2002-2015

Brenda Schulte
2015-Present