

Supplement to the 2009 Annual Report

COMPANY: Wek Insulation Service LLC

OWNERS: Ardon & Sheila Wek, Owners

LOCATION: Hutchinson County, Freeman

PHONE/EMAIL: (605) 327-3410
sawek@iw.net

NUMBER OF JOBS: 2

BACKGROUND: Great thought went into the opportunity to create another profit center for the family farm through a 13-year relationship on the SD Soybean Processors Board. This is an insulation business that uses a soy-based "green" product which is more efficient than traditional fiberglass insulation.

ASSISTANCE: Business planning

RESULTS: A new business

QUOTABLE: "When I called Nancy Larsen at SEFP, she was eager to help me create a business plan. After identifying the basics of business, the start-up and operating costs, we met with Lori Cowman of SBDC before Nancy completed and packaged the "plan". I appreciate the help I received from SEFP and SBDC. Our business is underway and we look forward to a profitable future."



The whole SEFP Board presented A 1st Dollar of Profit to Ardon and Sheila Wek during the SEFP's 2009 Annual Investor Reception. Shown above are: Mark Buechler, Dave Hoffman, John Deppe, Philip Svartoiien, Karen Freier, John McDonald, Arden Wek, Dale Weiss, Sheila Wek, Curt, Lukes, Luverne Langerock, Nancy Larsen, Jim Adamson, Alan Ward and Duane Tieszen. The SEFP board not present includes: Jennifer Friederich and John Limoges.



Making it Happen

Volunteer time

Passion

Believing

Dependability

Knowledge

Sharing

"Out of pocket expenses"

Monthly Meetings

The Annual Retreat

Strategizing and Analyzing

Conclusions

Implementation

TEAM WORK

Thank you Linda Salmonson for facilitating the 2009 Board Retreat!

SEFP Board Members

President Mark Buechler, Wells Fargo Banker

Vice President Curt Lukes, Parker Ford Inc.

Secretary Karen Freier, Wells Fargo Banker

Treasurer John McDonald, CFO SE Electric Coop Inc

ExOfficio John Deppe, Lower James RC&D

Jim Adamson, Turner County Commission

Gerald Bertsch, NorthWestern Energy

Jennifer Friederich, Tripp City Finance Officer

Luverne Langerock, Turner County Chairman

John Limoges, POET Biorefining

Philip Svartoiien, Freeman Mayor

Duane Tieszen, Semi-retired Agronomist

Alan Ward, Adjunct Math Professor & Farmer

Dale Weiss, Menno School District Finance Manager



“Believing in the Future, One Entrepreneur at a Time”

S *SEFP's* mantra of *Believing in the Future* gives the connotation of passion, commitment, and maybe a “plan”. The *passion* originates, perhaps, with a group’s unified agreement based on a democratic process after sometimes agreeing to disagree. It takes research, reporting, meetings, a thought process, give and take, Robert’s Rule of Order and time. The Southeast Enterprise Facilitation Board of Directors exhibits this passion and *commitment* while strategizing for the future; goals are set and *a plan is implemented*.

E *ntrepreneurs vs. small business owners*; One can be a successful small business owner without being an entrepreneur, but one cannot be an entrepreneur without first starting out as a small business owner. What is the difference? Small businesses, such as a “Mom and Pop” cafe or grocery store, tend to remain relatively small and local. The owners maintain a small group of loyal customers and a steady level of income, but do not seek opportunities for growth. In contrast, the entrepreneur is a builder—one who sees an opportunity to create a new business venture, sizes up its value and finds the resources to make the most of it. Entrepreneurs are never content with the status quo; they are always looking for new markets, new ideas and new challenges. They are innovative, visionary people with a strong desire to create something new; a new product or a new process but it is always a “better idea”. An entrepreneur has a vision of how the business will grow and the drive to make it happen.

One Entrepreneur at a Time is how it is done in the SEFP rural area, working one-on-one with those who live here or want to live here and own and/or manage a business. In the SEFP, many of the businesses older than 3-years have been very entrepreneurial. The entrepreneur differentiates themselves and what they offer for sale, finding a BETTER WAY to operate, adding products or services to their offerings or investing in real estate ownership and larger equipment to become more efficient. Some are being creative in funding their projects, beyond bank financing.

F *rom Washington the “buzz” is the stimulus money...what is in it for me?* Several phone calls, of late, are from individuals interested in grants to start their business and I must report that “there are NO GRANTS to start a “for-profit business”. Grants are meant to benefit a group of people; e.g. Community Buildings, infrastructure water/sewer projects, handicap accessibility, elder and youth projects, etc. Keep in mind, when the Agencies and/or Non-profits receive a grant, the grant pays for a *portion* of the total project, not the whole cost and the application process is complicated. Each project must meet all of the grantee’s criteria; i.e. if you leave off the cover page or one of the forms or even misspell something, it could be thrown out without even a consideration. *However, through the stimulus program*, there are energy efficiency and renewable energy matching grants which “for profit” businesses may be eligible for a percentage of the efficiency costs but one needs to remember, *there is “no such thing as free money”*. It is a time-consuming process and one needs to be accountable to the government for how the successful dollars are spent.

P *eople are experiencing layoffs*, a reduction in salaries, higher living costs and foreclosures; South Dakota’s unemployment rate is up to 4.4%. Bank failures are prevalent, individuals and households are reverting to “weathering the storm” by meeting the physical and security needs before they can concentrate on the needs of influence and personal development. There is hope in a recession!

Entrepreneurs are the “name of the game” in the USA and it is the way it has been for centuries—they make their own way and employ themselves. According to the Ewing Marion Kauffman Foundation, 57% of Fortune 500 companies were founded during a recession or bear market. Inc Magazine publishes a list of the fastest growing firms each year and between 1985 and 2008, two thirds of them were founded during a recession or bear market. The best case scenario for small businesses and entrepreneurs is to slow down long enough to write down the details of their business image, describing who, what, when, where and why along with projecting potential sales, cost of sales and monthly fixed costs based upon past performance. This is where SEFP steps in to facilitate the whole process.

SEFP QUICK STATS

The **2009 Supplement to the Annual Report** originated when the upcoming business start-ups and expansion were not going to happen until September 2009. In 2009, there have been 27 inquiries, 18 clients. **Fourteen (14) business plans, 3 grant applications, 1 USDA VAARP Loan application and 2 financial evaluations** have been completed for local banks in a loan application process. **Seven businesses** are seeking their **funding** as this Supplement goes to print and there are **seven others in the planning stage**. The SEFP anticipates 1st Dollar presentations to **two new businesses with 4 jobs and four expanding businesses with 6.5 jobs** before the end of 2009. *Keep your eyes focused on your local newspapers in Turner County, Freeman, Parker and Parkston.*



CONTACT INFO:

501 South Broadway/ PO Box 106
(605) 648-2909 or (888) 233-1239
email: sefp@southeasternelectric.com

Nancy Larsen, Enterprise Facilitator®

Marion, South Dakota 57043
Fax (605) 648-3778
Website: www.sefp.com