



15th Annual Report

SOUTHEAST ENTERPRISE FACILITATION PROJECT

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SEFP QUICK STATS

June 1997—December 2011

- 1104 Inquiries
- 602 Clients enrolled
- 87 New Businesses
- 31 Expanded Businesses
- 31 Retained Businesses
- 427 New/Retained Jobs
- 324 Business Plans (9 1/2 yrs)

2011 Calendar Year

- 32 New Inquiries
- 18 Clients enrolled
- 9 New Businesses
- 1 Expanded Businesses
- 1 Retained Businesses
- 23.5 New/Retained Jobs
- 19 New Business Plans
- 2 In funding process*
*+6 others by March '12
- 7 Waiting for Information

Historical Tidbits

In early 1997, besides the board members, Glenn Gering, Harlan Brue, Michael Uter, and Laura Wilson were part of the Task Force seeking support for a local Enterprise Facilitation Project. Vince Robinson and Linda Salmonson informed the group that "3-years of grant funds would very likely be provided from the National Enterprise Development Center and the Center for Enterprise Facilitation but they suggested a goal of local support & legal formation".

Initial Year	SEFP LEADERSHIP THROUGH THE YEARS <i>* Past Chairmen/Presidents</i>	Final Year
1997	* Dr. John Chicoine—Parker City and Development Corporation	2001
	John Deppe—Lower James RC&D, Mitchell	2010
	* William (Bill) Hansen—Centerville Economic Development Committee	2000
	Lana Herlyn—Marion Development Foundation, family grain farming	2007
	Jerry Isaak—Centerville City, Development Committee & Chamber; Westburg Fertilizer owner	2000
	Randel J. Maass—Bridgewater Dev. Corporation, Better Bridgewater Club; nursing care administrator	1998
	John B. McDonald—Turner/Hutchinson Electric Coop. (Southeastern Electric Coop. Inc) CFO	Current
	Jay Nagel—Irene Development, Irene City Council & Ag Loan officer with Norwest Bank (Wells Fargo)	2000
	Vhonda Miller—Dakota Telecommunications Group VP of Marketing	1998
	*Sharon Schamber—Freeman Community Economic Development	2002
	Kevin L. Storbakken—Viborg Dev. Corporation, Ag Loan officer with Norwest Bank (Wells Fargo)	1999
	Lyle VanHove—Turner County Commissioner, Hexad Farms partner	2008
	Alan Ward—Viborg Development Corporation, Organic Farmer	Current
1998	Mary Kaufman—Bridgewater Development Corporation, Better Bridgewater Club	1999
	Carmen Schramm—Dakota Telecommunications Group	2002
1999	Paul Richards—Bridgewater Development Corporation, Better Bridgewater Club	2001
	Ted Schaeffer—Viborg Development Corporation	2002
	Luverne Langerock—Turner County Commissioner	2010
2000	Lori Hisel—Corporate representative from Centerville; Pioneer Memorial Hospital	2005
	Bonnie DeBondt—Centerville Development Corporation	2003
2001	Ray Waters—Irene Development Corporation	2002
	* Philip Svartoiem—Freeman Community Development	2011
	Peggy Thranum—Menno Development Corporation	2004
	Ken Haugen—Bridgewater Development Corporation, Better Bridgewater Club	2002
2002	* Curt Lukes—Parker Development Corporation	Current
	Mark Hasz—Menno City Council	2002
	* Mark Buechler—Viborg & Irene Wells Fargo Banks	2009
	Karen Freier—Wells Fargo Bank, Viborg	Current
2003	Jerry Buum—Olivet representative	2003
2004	Glenn Kirschenman—Menno Development Corporation	2008
2005	* Dave Hoffman—Parkston City Council	2009
	Jennifer Friederich—Tripp City	2009
2006	John Limoges—Centerville Development Corporation	Current
2007	Judy Rokusek, Gillis Stern, & Brad Henke—Hutchinson County Commission	2009
	Duane Tieszen—Marion Community	2010
2008	* Dale Weiss—Menno Development Corporation	Current
	Jim Adamson—Turner County Commission	Current
2009	Gerald (Jerry) Bertsch—Northwest Energy	Current
2010	Alan VanRuler—Greater McCook Development Alliance	Current
	Jerry Paweltzki—Bridgewater Development Corporation	Current
	Ken Haugen—Bridgewater City Council	Current
2011	Ron Globke—Turner County Commission	Current
	Alan Astleford—Marion Community	Current
	Steve Maras-(ended in 2011) & Linda Assmus—Lower James RC&D	Current

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



A SEFP “1st Dollar of Profit” presentation was held for Tanda Nugteren. Those present were Curt Lukes, Nancy Larsen, John McDonald, Tanda, John Limoges, and Alan Ward.

COMPANY: Tanda’s Holistic Health Counseling

OWNER: Tanda Nugteren

PHONE/EMAIL: (605) 261-5236 tandanugteren@hotmail.com

LOCATION: Parker, SD

BACKGROUND: A former paramedic with intensive care experience, she saw many situations when people change some of their habits, they become healthier. Medical personnel are never educated in nutritional planning and this frustrated her. She heard about the Health Coaching Certification program, began classes, she developed a business plan through SEFP and her counseling business began.

ASSISTANCE REQUESTED: Business Plan and You Tube marketing

RESULTS: A New Business

QUOTABLE: “Nancy and the SEFP have great marketing ideas and resources. They help write everything into a complete and organized professional plan and put you in touch with the right people to help you grow your business. This is an invaluable resource available to new business owners in Turner County that I hope is able to continue for future entrepreneurs.”

COMPANY: Journey Home Midwifery PC

OWNERS: Rose Marie Hoiten

LOCATION: Salem/Montrose, SD

PHONE/EMAIL: (605) 769-0807 journeyhomemidwifery@gmail.com

NUMBER OF JOBS: 1 Full Time and 1 Part Time to begin

BACKGROUND: Rose Marie is a Certified Nurse Midwife and Certified Nurse Practitioner and is educated with a Master of Science Degree in Nursing Science and Post Graduate Studies Degree. She is also an International Board Certified Lactation Consultant. After working in various hospital settings for a number of years, she sees the demand for out of hospital births and the opportunity of owning her own business.

ASSISTANCE REQUESTED: Business Planning & You Tube marketing

RESULTS: A New Business

QUOTABLE: “The financial planning and future projection part of the planning process with SEFP was invaluable. It was nice to have a place to start. My business experience has always been patient care and the administrative skills are where I needed support and I found that with the help of SEFP.”

John McDonald, SEFP Treasurer; Rose Marie and Nancy Larsen are shown in the above picture when a 1st Dollar of Profit was presented.



Those present for a 2nd Dollar of Profit presentation included Alan VanRuler, Alan Astleford, John McDonald, Nancy Larsen, Melanie, and Doris Sager, Montrose City Council Member.

COMPANY: Holiday Crafts, Bridal & Floral

OWNER: Melanie Fiferlick

PHONE/LOCATION: (605) 363-5139 holidaycrafts@gwtc.net

NUMBER OF JOBS: 1

BACKGROUND: This business started as a ceramic shop in 1980 and has grown to include retail products in demand by the general public, which included a building expansion in 2002. In 2008, she closed the store to become a granny nanny but has reopened the store this year with a marketing plan in place.

ASSISTANCE REQUESTED/ RESULTS: Business and Marketing Plan w/videos, brochure & website assistance = Business Retention

QUOTABLE: “Nancy has helped me to set a budget and to design a brochure, which I have placed in local businesses. That brochure has also become my web page, thanks to Nancy. The way she helped me most is by helping me believe in myself again..”

COMPANY: Trinkets n Treasures

OWNER: Shawna and Gregg Knutson

LOCATION: Centerville

PHONE/EMAIL: (605) 563-3000 trinket2trsursur@hcinet.net

NUMBER OF JOBS: 1 Full time and 1 Part time

BACKGROUND: Shawna Knutson has been an avid antique collector and has investigated the history of each item she purchases and/or sells. This business began as an online business and the physical presence should enhance the sales.

ASSISTANCE REQUESTED/RESULTS: Business Planning = A New Business

QUOTABLE: “The SEFP Facilitator, Nancy Larsen, taught us the importance and continued use of the business plan and the necessity to adhere to the budget outlined in the plan for the future success of our business. The SEFP service provides valuable education and guidance to the new business entrepreneur and assists SD & its residents in the strong economic growth of our State.”



Nancy Larsen, Bill Hansen, Alan Ward, Karen Freier, and John Limoges presented Gregg & Shawna, the new business owners with a 1st Dollar of Profit framed certificate, video taped, and congratulated them.