SOUTHEAST ENTERPRISE FACILITATION PROJECT

2024 ANNUAL REPORT

Your **Idea**. *Your* **Passion**. *Your* **Business**.

2023 REVIEW

- 76 Inquiries
- 9 New Clients
- 16 Existing Clients
- 4 New Businesses
  - 605 Dynamic Ink
  - Nails to Tails Dog Grooming
  - McDugle Paints
  - April Gawboy- Dog Groomer
- 2 Retained Businesses
  - Menno Livestock Auction
  - Addy Disposal
- 3 Expanded Businesses
  - Em's Eastside Explorers
  - Addy Disposal
  - Innovative Ag
- 24.5 Jobs Created
- 15 New Business Plans
- 5 Community Assistance Requests
- 4 Grant Assistance Requests
- 17 Informational Requests
- 12 Succession Workbooks
- 2 Strategic Plans

Featured Stories

- 2024 Review
- Same Careers, New Paths
- Open for your Business
- Becoming BOLD!
- SEFP Business Anniversaries
- Heartfelt Appreciation
- Nicole's write up

The cash prize winners for the essay contest were announced at the fair, with Hailey Orr of IWHS, Sierra McGregor of Canistota HS, and Wyatt Hoxeng of IWHS taking home the top honors. Their thoughtful essays demonstrated a deep understanding of the importance of entrepreneurship and its potential to positively impact their communities.
SEFP Board and Essay Winners from L to R: Brad Miller-SEFP, Wyatt Hoxeng- IWHS, Sierra McGregor- Canistota HS, Hailey Orr- IWHS, and Heather Broehm- SEFP

Same Careers, New Paths

The future for our youth is changing by the second. And at this year's Regional Career Fair, we wanted to highlight the alternative paths they could pursue. As we welcomed the 270 students from our area high schools, three "new" paths were introduced to them.

The first and most fitting path for SEFP to promote is Entrepreneurship. We have long shared the opportunity of Entrepreneurship at the fair, promoting the local community's businesses that participate in the fair. However, we have not asked them to seriously dream about the potential of owning their own enterprise. To spur on the entrepreneurial spirit, we provided students the opportunity to submit a business plan essay. Multiple essays from the schools were submitted and evaluated. And the winners received a cash prize. There were exciting and lofty ideas, as well as very practical service based businesses that would fill a void in their community.

StartTodaySD APPRENTICESHIP PROGRAM

Another pathway to a career is through Apprenticeships. In the past, apprenticeship was the path to learning various trades and arts. Representatives from the South Dakota Dept. of Labor hosted multiple workshops for student to learn about this alternative path and how they could get connected to the state's program, StartTodaySD. Through the program, they can find area businesses that are set up for apprenticeships in different industries so they could immediately join the workforce and learn as they go.

Miss South Dakota

The last pathway is not a straight path so much as it was an encouragement from Miss South Dakota, Miranda O'Bryan. In her orientation speech, she encouraged each student to be courageous and explore opportunities that may be out of their comfort zone. She shared her path, being a small town, small school kid who has achieved big things by being curious, persistent, and simply dreaming big, not limiting their opportunity based on where they come from.

Our sincerest thanks to all who volunteered and showed up for our youth!
The potential is great, and the opportunities are here!

OPEN FOR YOUR BUSINESS

OWNERS: Jesse Wurtz, David Decker, David Decker, JR, & Gary Decker
LOCATION: Centerville, SD
NUMBER OF JOBS: 11 Full-time
WEBSITE: www.centervillemfg.com

CENTERVILLE MANUFACTURING LLC

BACKGROUND: As life-long innovators and business owners, the Decker & Wurtz Families saw an opportunity to dive into the Metal Fabrication Industry and tap into the growing demand for agricultural, specifically Poultry Processing Products. Bringing his industry connections on board, Jesse and the team have constructed a state-of-the-art manufacturing facility. The 200x80-foot facility showcases a seamless integration of cutting-edge technology, skilled craftsmanship, and thoughtful layout, ensuring that every step of our production process contributes to the creation of top-tier agricultural and custom metal fabrications. They plan to open summer of 2024!

ASSISTANCE/RESULTS: Business Planning for new business, Financial Projections in partnership with the Small Business Development Center

QUOTABLE: I really appreciate all the hard work that Heather has done in helping us get our business off the ground. Her guidance in developing a business plan and defining our business structure proved to be incredibly helpful. The resources and information that SEFP made available to us was invaluable as we started our new business in South Dakota. A big THANK YOU from everyone at Centerville Manufacturing! We will be sure to include you in our next project in the future.

OWNERS: Darrin Hofer
LOCATION: Bridgewater, SD
NUMBER OF JOBS: 6 Full-time Retained
CONTACT: darrinhofer900@gmail.com

D&H TRUCKING

BACKGROUND: The need for D&H to have its own shop space is apparent as they have grown and need to work on their trucks. Leaving trucks in the winter cold has other impacts to the work environment, let alone trying to repair and complete regular service work on vehicles in the winter elements. A dedicated shop will provide the space desired to take the business to the next level. Darrin & Nikki contacted SEFP for help to get financing to build a shop for the business.

ASSISTANCE/RESULTS: Updated Business Plan and Financial Projections for Expansion

Becoming BOLD! SEFP Board of Directors

From August 2023 through April 2024, the SEFP Board of Directors participated in a board development program called B.O.L.D. The B.O.L.D. Process, facilitated by Dakota Resources, is designed to support and help rural organizations “level up” and align through three key phases.

In the first phase, Dakota Resources staff work with the organization's board and operational levels to establish the current status of their activities. This discovery work involves hosting Community Stakeholder Gatherings where community members can provide input. Additionally, Dakota Resources implements self-assessments to help organizations evaluate their performance in areas like organizational management and board management. They also create community profiles using Census data and other publicly available information. During this phase, common challenges such as board roles, funding models, and communication issues are identified across all participating organizations.

The second phase expands outreach to the community level by engaging a focused group of stakeholders who participate in mapping the Thriving Community Blueprint. This blueprint helps identify which building blocks for community and economic development are present and which entities are responsible for them. Through collaborative discussions, community stakeholders set expectations and explore opportunities for both public and private contributions to support community growth. Many business and community leaders from across our SEFP Communities came and shared their feedback and needs during this November event.

In the third phase, the focus returned to the organization’s board to address mission-related strategies needed for continued momentum and progress. This phase allowed us at SEFP to work on long-term strategies for the organization. We are now working through a 90 Day Plan to complete critical next steps of our organizations evolution as well as the onboarding of our new facilitator. There will be exciting updates and outputs we will share as we complete these last strategic priorities.

All B.O.L.D. participants hosted a Community Stakeholder Gathering where community members are able to provide input into the process. We hosted our session at the Canistota Legion Hall.

Enterprise Facilitation is based upon a philosophy that encourages personal fulfillment.

AREA BUSINESS ANNIVERSARIES

Celebrating Former SEFP Clients Continued Success and Growth

5 YEARS

Dandelion Wishes
Parker

B & D General Repair
Parker

10 YEARS

Mushy's
Centerville

Triple Play Storage & Campground
Canistota

Auto's Pre-Owned Vehicles
Centerville

Knudson Masonry LLC
Centerville

One American Bank
Centerville

15 YEARS

Murtha Repair Inc.
Parkston

Kenzie's
Parkston

20 YEARS

Langle Construction
Freeman

25 YEARS

Hearts in Mind Preschool
Parker

Congratulations

WITH HEARTFELT APPRECIATION & BEST WISHES

To my communities, investors, and dear friends,

As I bid farewell to my role as an enterprise facilitator, I am filled with gratitude and pride for the incredible journey we have shared. Over the past few years, I have had the privilege of working alongside passionate entrepreneurs and dedicated business owners, helping them transform their dreams into tangible successes. Our collective efforts have not only sparked new ventures but have also strengthened the economic fabric of our communities. It has been an honor to witness firsthand the resilience and ingenuity that define our local businesses.

While my tenure as an enterprise facilitator comes to an end, the mission to support and nurture our entrepreneurs must continue with unwavering commitment. I challenge the board and our community stakeholders to maintain and deepen your support for these businesses. It is crucial not only to champion new enterprises but also to ensure that existing businesses receive the resources, mentorship, and encouragement they need to thrive. Every business, whether in its infancy or well-established, plays a vital role in our economic ecosystem, creating jobs, fostering innovation, and contributing to the unique character of our community.

Looking ahead, I am confident that our communities will continue to flourish if we embrace a holistic approach to business support. Let us celebrate the successes of the past while remaining vigilant and proactive in addressing the challenges of the future. Together, we can build a robust and resilient local economy where every entrepreneur has the opportunity to succeed. Thank you for the trust and collaboration you have extended to me; I leave with cherished memories and a deep belief in the potential that lies ahead. The talent and ideas are already in our communities. We simply need to share the opportunities with these idea holders and support them to create the future they desire.

Together, we can do so much!

Heather

Our goal is to promote entrepreneurship and empower individuals to fulfill their dreams.

IT'S ALL IN A DAYS WORK

The Key to Unlocking Civic Society & The Key Role of an Enterprise Facilitator: as Taught by Ernesto Sirolli - Founder of Enterprise Facilitation

During my SEFP onboarding, I was gifted the book *Ripples from the Zambezi* by Ernesto Sirolli. I was educated on the history, successes, and impact of facilitation throughout the world. Then I was guided into the people-centered work I would be doing in my new role as Enterprise Facilitator and the philosophy it so closely follows. Sirolli's emphasis on the concept of a civic society, is where my mind continued to wander long after completing the book.

As defined, a civic society intends to represent the needs of a local community and its people. A society which provides the resources for its people to learn or fulfill their entrepreneurial dreams, will become enormously richer. Sirolli reminds his readers that enterprise facilitation was born out of a desire to prove the basic tenets of humanistic psychology and that people have an intrinsic wish to grow and that they become better providers, parents, and citizens if only the obstacles in their paths are removed. By allowing communities access to an Enterprise Facilitator, the ripples become waves, then unstoppable tsunamis.

Enterprise Facilitators are responsive and do not engage, initiate, or motivate people. So, is it successful? The statistics provide real evidence. SEFP's review of 2023 above indicates 76 inquiries. Several new businesses and jobs were created, and other services provided by SEFP were utilized by our local people and communities. At the time Sirolli published his book, the project in Western Australia had 36 trained Enterprise Facilitators that were contacted by 50,000 people every year!

I've always had a deep desire to help those around me succeed, personally and professionally. As I embark on my journey as Enterprise Facilitator, I can't help but think this incredible opportunity to facilitate came with such divine timing. I'm so grateful and enthusiastic to see the impact we can make together in the communities we call home.

Be well,

Nicole Webster
Enterprise Facilitator

Southeast Enterprise Facilitation Project
PO Box 106, Marion, SD 57043

Call: (605) 648-2909
Email: SEFP@southeastern.coop
Visit: www.SEFP.com

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SOUTHEAST ENTERPRISE FACILITATION PROJECT INVESTOR PARTNERS

The Partners originate from the Turner and McCook County Commissions, area Cities, Development Organizations, Financial Institutions, Electric & Farmers Cooperatives, Corporations, and former Clients. Their continued commitment assists in promoting Entrepreneurship and Business Development.

Community Partners

PER CAPITA BASED FEE:
Bridgewater, Canistota, Marion,
Menno, Parker, Salem,
McCook County & Turner County

Corporate Partners

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

GOLD LEVEL—$2,500 TO $4,999
First Dakota National Bank
First Premier Bank * Rivers Edge Bank

SILVER LEVEL—$1,000 TO $2,499
Northwestern Energy * Parker Ford Inc.
TrioTel Communications * Sanford Health

BRONZE LEVEL—Up To $999
Central Farmers Cooperative * FREMAR LLC
Avera Health * Wieman Land & Auction
Bones Elevator * BDC Financial

THANK YOU FOR BELIEVING!