

2010

PROJECT SUMMARY

VISION without action is merely a dream.
Action without VISION just passes time.
VISION + ACTION can Change the World.

JOEL A. BARKER

VISION BROOKINGS 2010





Jay Bender

Al Kurtenbach

“OUR **VISION** WAS, AND CONTINUES TO BE, STRAIGHTFORWARD - **UNITE OUR COMMUNITY TO BUILD AN ATTRACTIVE BUSINESS CLIMATE FOR ALL.**”

The economy is showing signs of climbing out of the recession and signs of future prosperity are evident here in the Brookings area. Brookings County was recently identified as the 4th least economically stressed county in the nation!

VISION Brookings 2010 was part of that success.

In 2005, three leading economic development organizations (Brookings Economic Development Corporation, Brookings Area Chamber of Commerce, Downtown Brookings, Inc.) came together to solve problems and create opportunities for generating new jobs and improving our quality of life. An impressive array of business and community leaders worked hard to build a strategic, results-oriented economic development game plan for Brookings that allowed us to capture new and expanding business opportunities.

Because of you, the VISION Brookings investor, the Innovation Center continues to grow, many new businesses and hundreds of new residents have made the Brookings area their home, and more and more entrepreneurs are flourishing. Because of you, the VISION Brookings investor, Brookings is well known as a place to bring your dreams for business success, job opportunities, and affordable homes.

You have made all the difference.

Our “VISION” was, and continues to be, straightforward — to unite our community in order to build a more attractive business climate for all. Many investors stepped up to meet this challenge by pledging their support for VISION Brookings 2010.

Your contributions enabled VISION Brookings 2010 to leverage nearly \$8 million in grant funds to generate an economic impact of over \$180 million. The chart below shows examples of how the efforts of Vision Brookings 2010 impacted consumer spending.

Thank you to everyone who contributed to the success of VISION Brookings 2010!


Jay Bender
 Board of Advisors President


Al Kurtenbach
 Management Committee President

DETAIL OF CONSUMER SPENDING

VISION Brookings 2010 has generated significant impact for local businesses. This chart shows the distribution of estimated average annual expenditures which resulted from the new jobs created since the VISION Brookings 2010 initiative began.

CONSUMER SPENDING

	TOTAL
Personal Consumption	\$6,800,000
Housing	\$13,606,611
Insurance and Pensions	\$4,814,647
Transportation	\$6,949,838
Healthcare	\$2,595,723
TOTAL	\$41,866,495

*Detail of Consumer Spending numbers prepared by National Community Development Services, Inc.

PLATINUM LEVEL

\$100,000 and Over

Avera Brookings Medical Clinic
Larson Manufacturing Company
SDSU Foundation
First Bank & Trust
Brookings Health System
Citibank (South Dakota), N.A.

Wells Fargo Bank - \$25,000 *In-Kind*
Mediacom - *In-Kind*
Sioux Falls Regional Airport Authority
First National Bank of Volga - *In-Kind*
Brookings Radio - *In-Kind*

Daktronics, Inc.
Don Endres
Falcon Plastics, Inc.
Mills Family
The Brookings Register - *In-Kind*

GOLD LEVEL

\$50,000 - 99,999

Dr. Al Kurtenbach
Rainbow Play Systems
Mills Construction, Inc.
Concrete Contractors, Inc.

Banner Associates, Inc.
Bowes Construction
Harms Oil Company

Duane Sander
Robert L. & Peggy Miller
Twin City Fan Companies

SILVER LEVEL

\$25,000 - 49,999

Bankstar Financial
Sanford Clinic - Brookings
Old Sanctuary

L.G. Everist, Inc.
Capital Card Services
Waltz Construction Company

Midwest Glass, Inc.
Century 21-Gustafson, Krogman & Assoc.

BROOKINGS BENEFACTORS LEVEL

\$5,000 - 24,999

Allegra Print & Imaging
Kinner & Company, Ltd.
DairyNet, Inc.
Rude's Funeral Home
Wink's Fine Jewelry, Inc.
Einspahr Auto Plaza, Inc.
Brickwood Enterprises/Weeks Construction, Inc.
Brookings Auto Mall
GHP Systems, Inc.
Perkins Storage & Transfer Co., Inc.
Mid-West Seed Services, Inc.
Tom & Jeannie Manzer

Clites Electric Construction, Inc.
Cook's Wastepaper & Recycling, Inc.
RFD News Group, Inc. - *In-Kind*
Rude's Home Furnishings
Best Choice GMAC - Ron Borchardt
MetaBank
Eugene Beckman & Sons, Inc.
Slumberland Furniture/Barrett's Flooring
Scott & Mary Jeanne Munsterman
Central Business Supply
Hawley Insurance Services

Counterpart, Inc.
Wal-Mart
Rivett Group, LLC
State Theatre Company
Eidsness Funeral Home
Rural Technologies, Inc.
Perkins Restaurants
Spring Lake Hunting Lodge & Resort
The Pizza Ranch
Citizens State Bank - Arlington
Hy-Vee Food Store

INVESTOR LEVEL

Up to \$5,000

Anderson/Ross Insurance, Availability Employment Services, Collinbriar Properties/Century 21, GP Auto, Harry Jones, Karl's TV & Appliance, Principal Financial Group, Zeno Wicks III, Catholic Foundation for Eastern SD, Cook's Kitchen, Lantern Lounge, UPS Store, Larry Sutton Insurance, Bartling's Nike Shoes, Sherwood & Elizabeth Berg, Party Depot, Best Choice GMAC - Anita Thomas, RAN Enterprises, Inc., Della Tschetter Insurance, Civil Design, Inc., Distinct Builders, Inc./Kerry's Sprinkler Systems, Mike & Kathy McClemans, Dr. Richard Holm, Best Choice GMAC - Dawna Kuck, Best Choice GMAC - Joann Perso, Best Choice GMAC - Kari Westland, Best Choice GMAC Real Estate - Pat Little, Al & Sue Heuton, Best Choice GMAC - Mary Nelson, Ekern Plumbing Heating & AC, Elite Real Estate Agency, Millborn Seeds, Inc., Pat Little - Key Connections, Medary Acres Greenhouses, Inc., Micro Computer Systems, Inc., Bozied Amoco, Dr. John Ruffolo, Schade' Vineyard/Winery, Sean O'Brien Law Office, Lewis Drug, Harry Birath, Interstate Telecommunications Cooperative, Inc., Brookings Equipment, Inc., Pro PT, Fergen's Clothing & Shoes, Gatzke Family Enterprises, LLC., Howard Investment Management, Richard A. Olsen, State Farm Insurance - Mansheim, State Farm Insurance - Skip Webster, Mix Dry Cleaners, Inc., TV Productions, Inc., Modern Woodmen of America, Moriarty Enterprises, Inc., Cabana Banners, Northwestern Energy, Glover & Helsper, PC, Hagman's Bakery, Swenning Insurance Agency, Home Federal Bank, Cindy & Gabe Mydland, Harold's Printing Company, Powershop Gym, Inc., Lewayne M. Erickson, PC, Doris A. Roden, Best Choice GMAC Real Estate - David Kneip, Carlson Wagonlit Travel/Village Travel, Complete Care Chiropractic, Midwest Micro-Tek, LLC



ONE | BUSINESS EXPANSION & RECRUITMENT

Vision Brookings 2010 helped attract and retain businesses, jobs and capital investments in the Brookings area.

- 1,522 net new jobs created from 2006-2009
- Payroll from those new jobs of \$59,300,000
- 25 new retail establishments
- VISIONing charrette to establish economic development framework
- I-29 cluster industry study
- Active adult retirement community strategy development
- City of Brookings acquired 150 acres of industrial park land valued at \$2.7M
- Industrial building permit value of \$32,609,312

BUSINESS EXPANSION & RECRUITMENT

INVESTMENT	LEVERAGED \$\$	RELATED IMPACT
\$30,000	\$674,753	\$94,609,312



TWO | SUPPORT FOR INNOVATION CAMPUS

Vision Brookings 2010 provided seed capital to leverage state, federal, and local funds to construct the Innovation Campus and Innovation Center.

- Constructed first wing of Innovation Center
- Completed infrastructure to 125 acre campus
- \$6.8M Seed Technology Center constructed
- 18 tenants with 50 part-time or full-time jobs

SUPPORT FOR INNOVATION CAMPUS

INVESTMENT	LEVERAGED \$\$	RELATED IMPACT
\$1,500,000	\$6,276,000	\$6,800,000

*Leveraged \$\$ reflects the grant dollars received from other sources.

*Related Impact reflects the community spending in Vision Brookings areas of emphasis.



3 THREE | SUPPORT FOR ENTREPRENEURSHIP

VISION Brookings 2010 supported and encouraged new business startups that demonstrated originality and the best growth potential.

- Support for Enterprise Institute
 - 116 clients served
 - RAIN fund and Angel Networks established
- Science equipment purchased and 5 research tenants assisted
- Support for SDSU Chemistry Dept. to bolster and recruit research and eTenum.
- Shared Research Facility – Future Fund award to GOED for feasibility study

SUPPORT FOR ENTREPRENEURSHIP

INVESTMENT	LEVERAGED \$\$
\$369,150	\$749,000



4 FOUR | LOCAL WORKFORCE DEVELOPMENT

VISION Brookings 2010 promoted the virtues of Brookings to attract and retain talented employees.

- Housing study - Related impact of \$79,800,000 from the construction of over 700 new housing units in Brookings since completion of the study
- Career learning Center provided training to area workers
- Marketing- Imagine Brookings campaign, career fairs, advertising

LOCAL WORKFORCE DEVELOPMENT

INVESTMENT	RELATED IMPACT
\$100,165	\$79,800,000

*Leveraged \$\$ reflects the grant dollars received from other sources.
 *Related Impact reflects the community spending in Vision Brookings areas of emphasis.

MANAGEMENT COMMITTEE

* Notes current member

Al Kurtenbach*
Les Rowland*
Victoria Blatchford*
Ryan Krogman*
Kris Struwe*
Jeff Harms*
Van Fishback*
Dennis Willert*
Dan Little*
Tim Harvey*
Randy Hanson
Tom Manzer
Cindy Mydland
Woody Weeks
LaDell Swiden
Matt Kurtenbach
Jerry Miller
Zeno Wicks III
Kathy Theodosopoulos

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BOARD OF ADVISORS

Avera Brookings Medical Clinic
Banner & Associates
Bowes Construction
Brookings Health Care System
Citibank [SD,NA]
Concrete Contractors
Daktronics
Don Endres
Falcon Plastics
First Bank & Trust
Harms Oil Co.
Al Kurtenbach
Larson Manufacturing
Tim Gutormson
Bob & Peggy Gordon Miller
Mills Construction
Mills Family
Rainbow Play Systems
Duane Sander
SDSU Foundation
Sioux Falls Regional Airport
Twin City Fan