

SUCCESS * ACHIEVEMENT
OF SOMETHING DESIRED OR
ATTEMPTED * SUCCESS *
SOMETHING THAT TURNS OUT
AS PLANNED, OR INTENDED
* SUCCESS * ONE WHO
ACHIEVES ASSUMED GOALS *

 Southern Minnesota
INITIATIVE FOUNDATION

2009 ANNUAL REPORT
PARTNERING FOR SUCCESS



PROSPER

- 14 businesses received \$1 million in loans; \$6 million leveraged
- 169 jobs were created or maintained
- Over 275 entrepreneurs helped through technical assistance/training
- 13 entrepreneurs supported through CEO Peer Council

COMMITMENT

- 8 new Community Growth (formerly Town Meeting) Initiative community partners selected
- 3 new Early Childhood Initiative community partners selected
- Owatonna SCORE branch created with 12 volunteers
- Biobusiness Network established
- 22 AmeriCorps LEAP service members supported early childhood efforts in 16 community partner sites

COLLABORATION

- Hosted 5 wind energy forums attended by over 200 citizens
- Convened 15 local asset mapping meetings to create regional economic development strategy
- Established Engaged Elder Advisory Council with 27 members
- Participated in FIRST grant collaboratives to create comprehensive workforce strategy

RESULTS

- \$314,805 in grants awarded to 18 organizations/collaborations
- 3 Home Visitation grants totaling \$40,000 awarded
- 4,000 books granted to 29 organizations through BookStart — \$60,000
- 35 Young Explorer computers granted to 21 organizations — \$75,215

SUCCESS . . . At a Glance

Success . . .

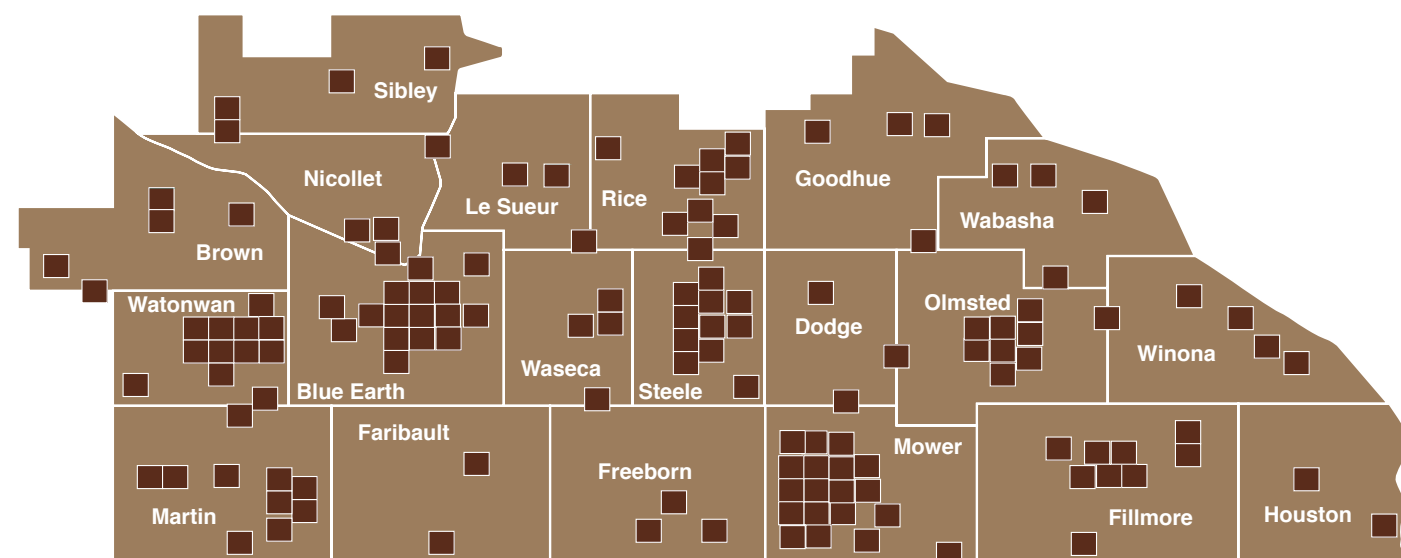
One of the measures of success for us here at Southern Minnesota Initiative Foundation is the number of partners we engage. As the saying goes . . . "a picture is worth a thousand words" . . . so below is our picture of success this year!

Each mark on the map represents an investment we made — grant, loan, community growth initiative (previously called town meeting initiative), training or technical assistance. In all, there are 138 marks representing the \$5.6 million invested into the region during the past year.

More importantly, each mark also represents a collaborative effort that engaged businesses, nonprofits, and community or education leaders.

In the following pages, we highlight stories about our investments and partners to give you a better picture of the role SMIF has played in creating workforce and business success. The annual report card information is our way of emphasizing the importance of these collaborative efforts.

We thank you all for sharing our vision of economic vitality for this 20 county region and your partnership in getting things done!



"Some people dream of success while others wake up and work hard at it."

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(Report Card data provided by Wilder Research, Amherst H. Wilder Foundation, St. Paul, MN.)



Minnesota's First Rural Nanotechnology Business

Rushford Hypersonic, Minnesota's first rural nanotechnology company and the world's only commercial producer of Hypersonic Plasma Particle Deposition (HPPD) nanotechnology coatings, is on its way to creating a global impact. Initially, Rushford Hypersonic is focusing on products where adverse conditions and harsh environments require a superior wear resistant coating.

"Interest in the process, and its applications, is high across a number of sectors, including the medical field," explains Daniel Fox, CEO and founder. He's talked to officials at the Mayo Clinic about using the coating to extend the life of implants like those used in knee replacements.

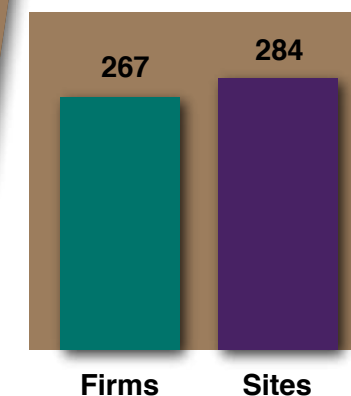
The company, which began production in April 2009, expects to create 60 to 75 full-time jobs in production, engineering, and research & development over the next five years. They received a \$200,000 loan from SMIF to help get the business up and running.

Photo: CEO Dan Fox shows the interior of the Hypersonic Plasma Particle Deposition chamber. (Photo by Melissa Carlo/Winona Daily News)

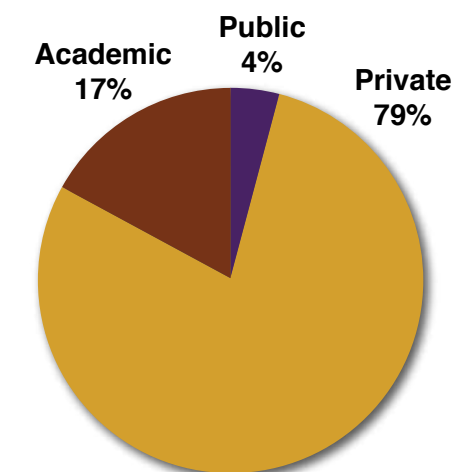
biobusiness IMPACT

REPORT to the REGION

Biobusinesses participating in the Biomap



Types of firms



Source: The BioBusiness Alliance of Minnesota's BIOMAP resource network (<http://network.biobusinessalliance.org>).
Note: The network is an opt-in system and can not be considered representative of biobusiness in the region.

observations

- Biobusiness is widely recognized as a "high-growth" business area, with the potential to create a significant number of new jobs.
- At least some of the SMIF region's biobusinesses are multi-site enterprises which may be bringing jobs to multiple communities.
- The impact of the recession and Federal stimulus funds on biobusiness growth is still unknown.



Gaming Passion Leads to New Business

Chad Attlesley and Daren Klum knew that they were on to something when their knowledge of high-tech computer technology converged with their backgrounds in IT, business and engineering. As late night gamers, they grew tired of investing in expensive personal gaming computers that frequently overheated.

In 2005 the duo set out to solve the heat problem and ended up creating a new innovative company: Hardcore Computer, in Rochester. With its multi product proprietary technology (a patented liquid submersion cooling method), Hardcore is poised to become a cooling technology leader in the \$213 billion dollar computer industry.

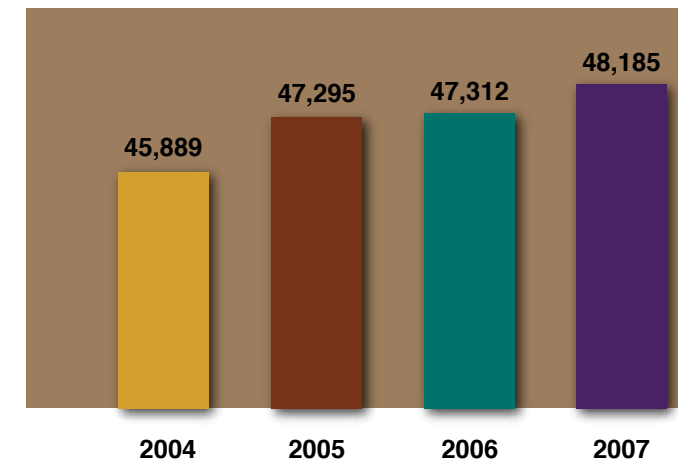
They also recruited business and computer expert Al Berning, to lead their new company. His experience and leadership in successfully launching high-profile computer products at IBM and PEMSTAR made him the perfect choice.

Today Hardcore has a staff of more than 20 technology professionals and anticipate continued growth and success. SMIF invested in the success of this start-up business with a small venture capital award and a \$200,000 loan.

Photo:
Daren Klum, Al Berning and Chad Attlesley are leading Hardcore Computer to success.

entrepreneurs INNOVATION

Self-employed entrepreneurs



% of total businesses in the region	2004	2005	2006	2007
	72%	72%	71%	73%

Source: Annual economic survey (US Census Bureau) and Minnesota Department of Employment and Economic Development (DEED).

observations

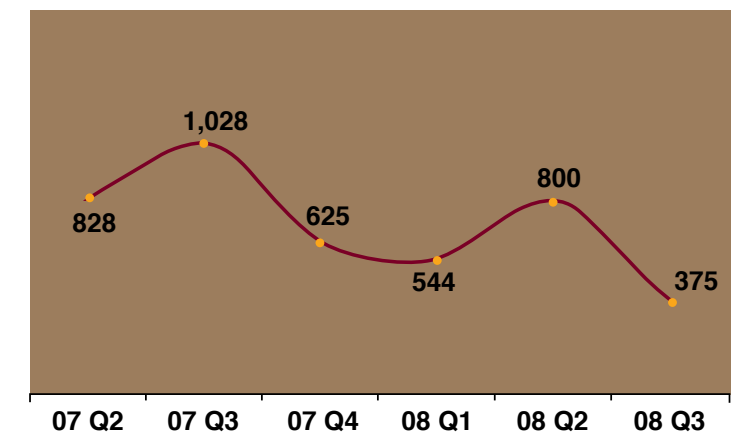
- Self-employed entrepreneurs make up a majority of total businesses.
- Most entrepreneurs work in the construction industry and retail trades (Low, Henderson, and Weiler, 2005).
- In the US, 5 percent of entrepreneurs become employer businesses or are acquired by or absorbed into employer businesses (Walzer, 2007).

"Success is doing ordinary things extraordinarily well."

Jim Rohn

REPORT to the REGION

New employers



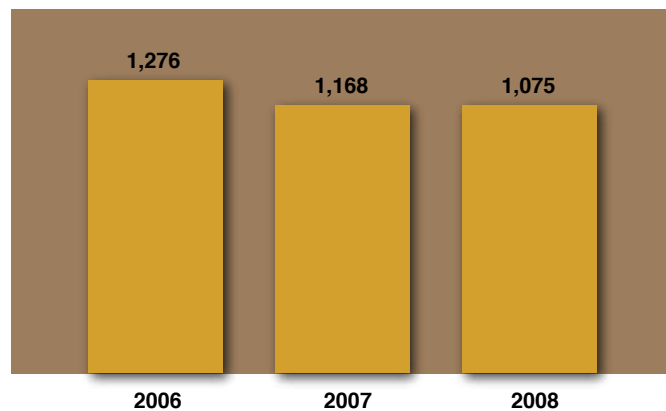
Source: Department of Employment and Economic Development (DEED).

observations

- New employers represent self-employed individuals who expanded their business to include additional employees or brand new businesses.
- New firms that are transitioning to employer businesses are the fastest growing sector in the US economy (Walzer, 2007).
- In the US, small firms represent 99.7 percent of all employer firms and employ about half of all private sector employees (US DOL, 2007).

REPORT to the REGION

High school graduates enrolled in vocational college



Source: Minnesota Office of Higher Education. Note: Students who declare a liberal arts major are excluded from this count as they are more likely to transfer to four-year institutions.

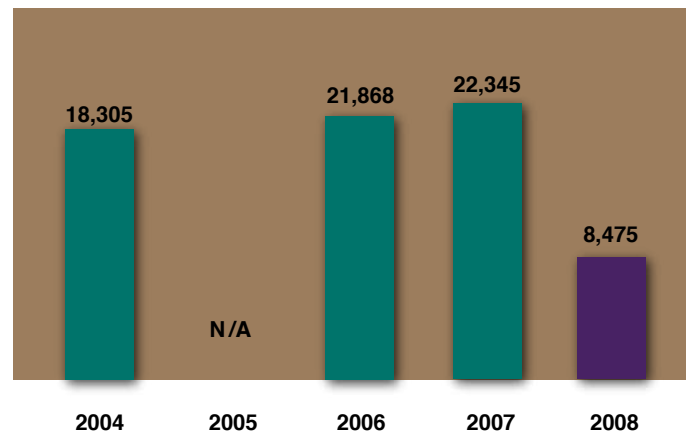
observations

- This indicator represents the number of new high school graduates from the SMIF region who enroll in a 2-year college in Minnesota.

"Success means doing the best we can with what we have. Success is the doing, not the getting; in the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be."

Zig Ziglar

High school students enrolled in professional technical education classes



Source: Minnesota Department of Education. Note: Includes duplicate counts if students were enrolled in more than one course. Excludes students enrolled in college-level courses through the Post Secondary Enrollment Options (PSEO) program.

observations

- Professional technical education (PTE) courses integrate technical skills with academic content to prepare students for the workplace, further education, training and family and community roles (Perkins Act, 2006).
- An increase in enrollment in tech education among high school students indicates that more graduates will be prepared for the workforce after high school, particularly those who don't go on to college.
- 2008 data ARE NOT comparable to previous years because of change in how data are computed and suppressed.

career exploration TRIUMPH



High Schooler Discovers Fairmont Has Good Jobs

Fairmont High School sophomore Laura Hamp was one of 350 students attending the inaugural Area Career Exploration (ACE) event this spring in Fairmont. She discovered just what local business and community leaders hoped - there are good career opportunities right in her own back yard!

Laura, whose interests range from veterinary medicine to chiropractic care, said she talked with local doctors, physical therapists, and nurses about what a typical day was like for them. She realized that whatever she decides to do in her life, she'll be welcome in Fairmont where there are many great jobs.

The ACE event was part of the \$15,000 SMIF Community Growth Initiative (formerly Town Meeting Initiative) grant to help business, education, and community leaders connect students with local job/career opportunities. The Community Growth Initiative process (over several months) helped local leaders evaluate their assets, set goals and implement projects, including ACE.

ACE organizers Bob Wallace, Fairmont Chamber of Commerce, Garey Ferguson, DEED and others hailed the event a success and disclosed that plans are underway for an even better event next year. One local employer noted, "I even found some potential employees."



Creative Play Place Provides Oasis for Families

St. Peter's Creative Play Place opened last year thanks to a group of committed volunteers who wanted a special play place for children and families. Today this delightful indoor play area is helping parents and children learn about healthy lifestyle choices and fun activities that they can do together.

One parent explained, "The Creative Play Place provides an oasis for us as a family at no cost. It is a place where we can play with our children away from the hustle and bustle of everyday life. Our children delight in the variety of creative play options and activities, and I appreciate the patience, affirmation, and compassion the staff has for all the children and families who come through the door."

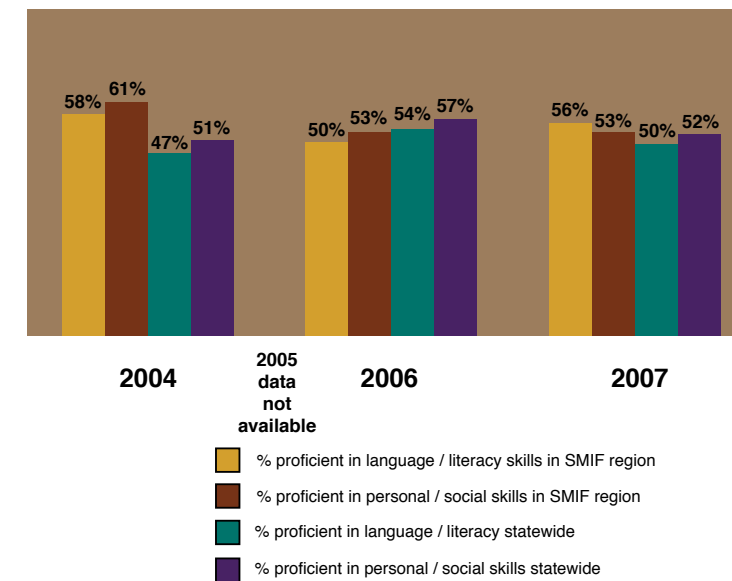
The Play Place was one of the projects selected by St. Peter Early Childhood Initiative (ECI). In addition to facilitation and technical assistance from SMIF, the ECI received a \$20,000 grant to fund local projects like the Play Place.

early childhood ACHIEVEMENT

REPORT to the REGION

"Success is focusing the full power of all you are on what you have a burning desire to achieve."

School readiness

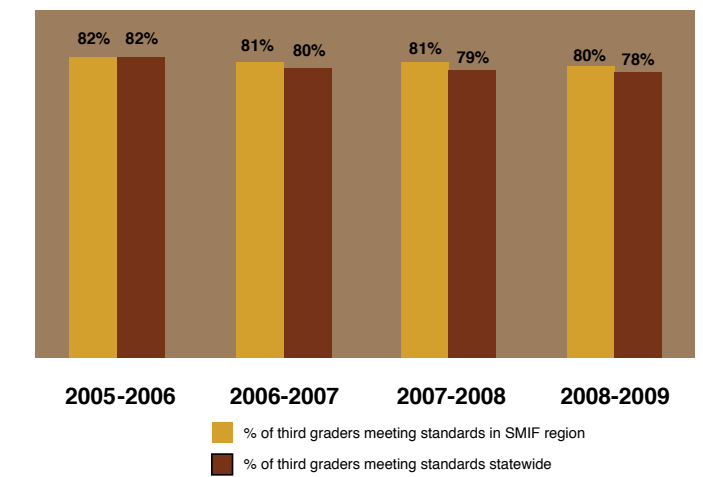


Source: Minnesota Department of Education (MDE).
Note: The sample of schools that complete this assessment is not representative of the SMIF region, so the results are not generalizable.

observations

- In 2004, 379 students from 7 area schools were tested.
- In 2006, 873 students from 13 area schools were tested.
- In 2007, 1,291 students from 24 area schools were tested.
- Research supports the critical relationship between early childhood experiences and successful learning outcomes (MDE, 2005).

Third grade students meeting state reading standards



Source: Minnesota Department of Education.

observations

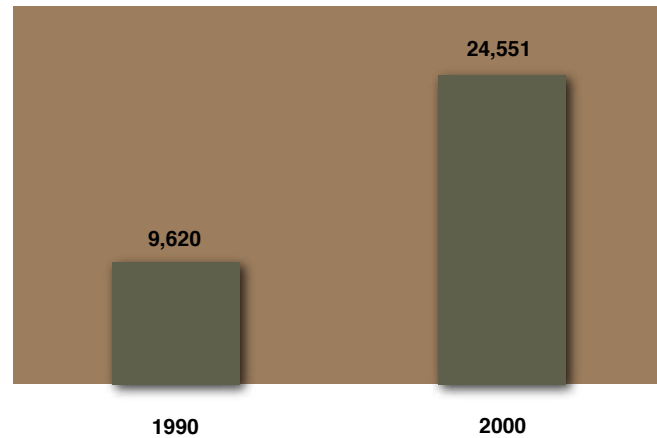
- This indicator represents the percent of third-grade students who meet or exceed reading standards on the MCA-II exam.
- The MCA-II is used to measure progress toward state academic standards and adequate yearly progress towards proficiency.
- Students in the SMIF region performed slightly better than children statewide in all three academic years.

immigrants PURPOSE



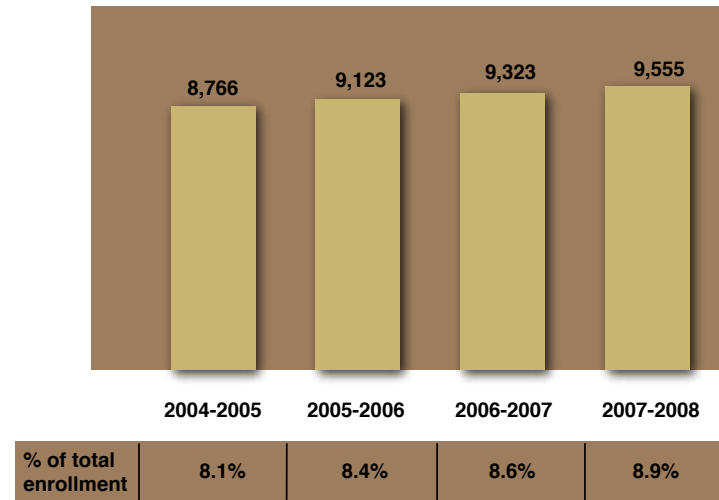
REPORT to the REGION

Foreign born population



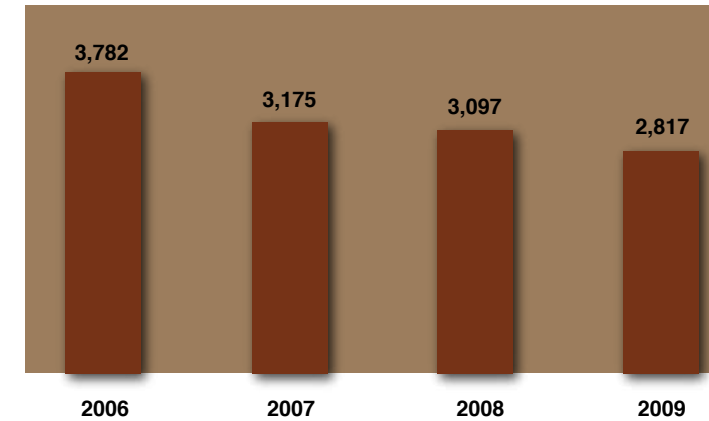
Source: US Census.

K-12 students speaking a language other than English at home



Source: Minnesota Department of Education. Note: Households are counted more than once if more than one child in the household is enrolled in school.

ESL enrollment in Adult Basic Education programs



Source: Minnesota Adult Basic Education (ABE). Note: Eight of the 72 school districts in the SMIF region are not included in the ABE consortia.

observations

- Between 1990 and 2000, the region's foreign born population more than doubled.
- In 2000, the largest populations of foreign born were in Olmsted, Blue Earth and Rice Counties.
- The state demographer indicates that immigration across the state has steadily increased since 2000.

observations

- The number and relative percent of students speaking a language other than English at home is increasing over time.
- The most common languages other than English spoken at home are Spanish and Somali.
- Most students speaking languages other than English at home live in 8 of the region's 20 counties.

observations

- ESL enrollment in region has declined significantly over the past 3 years.
- The region's declining ABE enrollments closely track statewide declines.

Immigrants Hope to Capitalize on Energy Jobs

Bob Kell at the Faribault Diversity Coalition anticipates that interest in energy conservation and renewable energy will lead to new job opportunities for immigrants. He and a number of partners have begun a training and jobs program to capitalize on the mounting 'green wave'. In addition to skill training, the program offers business training so immigrants can eventually open their own businesses. SMIF is supporting this effort through a \$15,000 incentive grant to the Coalition.

"The secret of success is
constancy to purpose."

Benjamin Disraeli



elders VITALITY

REPORT to the REGION

Older Workers Discover Possibilities

"This is the first time I've been to a job fair," explained one self-employed carpenter. Like many, he is experiencing first hand the effects of the slow economy and came seeking help. At the Project GO (Golden Opportunities) job fair hosted by Riverland College in Austin, he discovered another source of income - teaching classes through Community Education.

The baby boomer job fair was part of an overall effort aimed at older workers called Riverland Generations Project GO launched by the college. In addition to several job fairs, Riverland is hosting classes and workshops aimed at helping job seekers over 55. Project GO is funded in part by a \$20,000 grant from SMIF.

"We've seen some success," says Celeste Ruble, VP of Employee and Public Relations, "because we've introduced new possibilities to mature active learners for both paid and unpaid employment — a win-win for everyone."

"Vitality shows in not only the ability to persist but the ability to start over."

F. Scott Fitzgerald

grants SUSTAINABILITY

AmeriCorps LEAP (\$435,753)

The following 16 community partner sites engaged 22 AmeriCorps LEAP service members to support early childhood efforts:

Goodhue County Kindergarten Readiness Initiative, Cannon Falls
Grace Place, Winona
KSMQ Public Television, Austin
Mankato Early Childhood Family Education
Mankato Family Literacy
Martin County West Community Education
MN Valley Action Council Head Start, Mankato
Northfield Early Childhood Initiative
Parenting Resource Center/Crisis Nursery-Austin

Red Wing Early Childhood Initiative
Riverway Learning Community, Minnesota City
SEMCAC Head Start - Austin, Hayfield, & Winona
Waseca Public Schools
United South Central Public Schools, Wells

BIOBUSINESS (\$142,500)

Development Corporation of Austin & Mower County. \$25,000 to support development of a two-year bio science degree at Riverland College.

ISD #531 – Byron. \$20,000 to support a wind/solar energy feasibility study to enhance local renewable energy options.

Martin County Economic Development Authority, \$25,000 to support feasibility of commercially building farm scale Microwave Assisted Pyrolysis (MAP) units to produce local renewable energy.

Region Nine Development Commission, Mankato. \$20,000 to support development of three wind energy projects to increase community-based renewable energy.

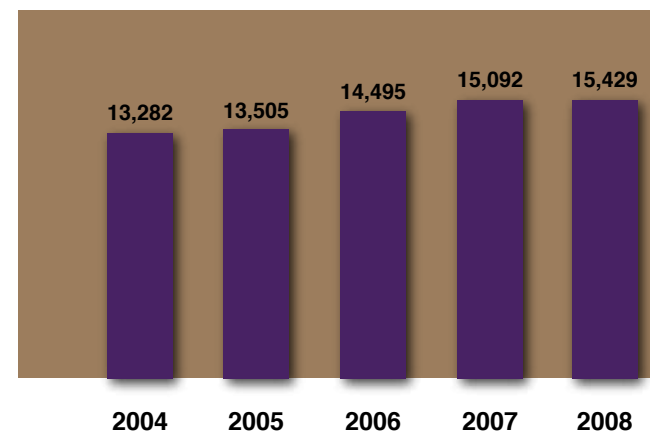
Rochester Area Economic Development Incorporated. \$12,500 to support growth of biomedical center to increase biobusiness.

The BioBusiness Alliance of Minnesota, Saint Louis Park. \$20,000 to support creation of statewide interactive BIOMAP website to support biobusiness growth.

The Nature Conservancy of Minnesota, Minneapolis. \$20,000 to support bio fuel generation through grass-based renewable energy.

"To succeed you need to find something to hold on to, something to motivate you, something to inspire you."

Older adults in the workforce



	2004	2005	2006	2007	2008
% of region's total 65+ pop who are working	13.4%	13.5%	14.4%	14.8%	14.8%
% of state 65+ population who are working	12.7%	13.0%	13.6%	13.9%	14.0%

Source: Quarterly workforce indicators and population estimates (US Census Bureau).

observations

- The number and percent of older adults in the workforce is steadily increasing over time.
- Growth in this sector of the workforce is greater in the SMIF region than statewide.
- Each year over the past 4 years, a greater percentage of the region's workforce is 65 or older.

BOOKSTART (\$60,000)

4,000 books granted to the following 29 organizations in partnership with Capstone Publishers:

African American Mutual Assistance Network, Inc.	Riverway Learning Community
Austin Public Schools-Community Learning Center	SEMCAC Head Start
Colvill Family Center	Sibley County Public Health
Fillmore Central ECFE	Stepping Stones Learning Center
Freeborn County Healthy Families	Three Rivers Community Action, Inc.
GFW School Readiness Program	Tri-Valley Rochester Migrant Head Start
Hand in Hand Preschool and School Readiness Program	Waseca County Public Health Services
HOPE Coalition	Waseca Head Start
Kasson-Mantorville ECFE	Waseca Parents as Teachers
Kingsland ECFE	Wilson Elementary School
KSMQ Public Service Media, Inc.	Winona Early Childhood Initiative
Mankato Adult Basic Education	
Mankato ECSE	
Minnesota Valley Action Council, Inc.	
Montgomery Public Library	
Owatonna Migrant Head Start	
Parenting Resource Center	
PEM School Readiness & ECFE	

CAREER EDUCATION (\$100,000)

ISD #2071 - Lake Crystal Wellcome Memorial. \$20,000 to support welding training for high school students to enhance career opportunities.

ISD #300 - La Crescent Hokah. \$20,000 to support creation of an engineer-related problem solving course for high school students to enhance career opportunities.

Rushford Institute for Nanotechnology. \$20,000 to support nanotechnology training for high school students to enhance career opportunities.

South Central College, North Mankato. \$20,000 to support creation of 24 LEGO® labs to enhance study skills in science, math and physics.

South Central College, North Mankato. \$20,000 to support a summer ag-education camp for high school students to enhance career opportunities.

COMMUNITY GROWTH INITIATIVE (FORMERLY TOWN MEETING INITIATIVE) \$120,000

Austin L.A.B. (Leading Austin area Biobusiness). \$15,000 to support biobusiness.

Mankato ENCORE (Engaging Networking Connecting Older Individuals Resources Employers). \$15,000 to support engaged elders.

Northfield Riverwalk Arts Quarter. \$15,000 to support entrepreneurs.

Owatonna C.A.R.E.S. (Career Alternatives Reaching Every Student). \$15,000 to support career education.

Pine Island People Initiators – People Innovators (PI-PI). \$15,000 to support biobusiness.

Rushford ACT (Active Communities Together). \$15,000 to support community revitalization.

St. Charles GLAD (Growing Leadership and Diversity). \$15,000 to support community revitalization.

St. James LEAP (Local Employment Action Plan). \$15,000 to support career education/entrepreneurs.

EARLY CHILDHOOD (\$56,250)

Dads Make a Difference, St. Paul. \$250 to support early childhood success by educating youth about responsible parenting.

Greater Mankato United Way Home Visiting Program. \$15,000 to support strengthening and increasing home visits to families.

KSMQ Public Television, Austin. \$5,000 to support early childhood programming through public television.

MN Fathers & Families Network, St. Paul. \$1,000 to support training for early childhood professionals.

Olmsted County Public Health. \$10,000 to support strengthening and increasing home visits to families.

ServeMN, Minneapolis. \$10,000 to support MN Reading Corps Early Literacy in southern Minnesota.

Wabasha County Public Health. \$15,000 to support strengthening and increasing home visits to families.

EARLY CHILDHOOD INITIATIVE (ECI) \$60,000

Three communities — **Faribault**, **Fillmore County** and **Montgomery-Lonsdale** — were selected to be ECI partners. In addition to creating a community-wide coalition to improve early childhood education, they each received a \$20,000 project implementation grant.

ENGAGED ELDERS (\$20,000)

Riverland Community College, Austin. \$20,000 to support elders in the workforce by educating elders and employers and matching skills to opportunities.

ENTREPRENEURS (\$40,000)

Main Street Project, Minneapolis. \$20,000 to support ag-related entrepreneur opportunities for immigrants to enhance economic growth.

Main Street Project, Minneapolis. \$20,000 to support development of entrepreneurs by providing training and technical assistance to Latino Entrepreneurs.

HIGH POTENTIAL BUSINESS PROGRAM (\$45,200)

The following businesses received one-on-one business management assistance:

Acrotech, Lake City. \$2,500

Ameristar Manufacturing, Mankato. \$2,500

Clean Plus, Inc. West Concord. \$3,000

JIT Companies, Green Isle. \$7,500

European Roasterie, Inc., Le Center. \$4,081

Herd Star LLC, Mankato. \$2,500

Krengel Technology, Madison Lake. \$2,500

Metal Services, Blooming Prairie. \$2,500

ProManufacturing, Albert Lea. \$6,458

Retrofit, Owatonna. \$5,000

Rochester Metalwerx, Lake City

Telamco, Lonsdale. \$1,800

Terra-Therm, New Richland. \$1,561

Valley Design, Fountain. \$3,300

NEW IMMIGRANTS (\$34,805)

Faribault Diversity Coalition. \$15,000 to support energy-related training for immigrants to increase their career opportunities.

Riverland Community College, Owatonna. \$19,805 to support new immigrants in the workplace by readying individuals for advancement through English language training.

PICTURE IT PAINTED (\$7,600)

The following 13 community organizations received approximately 334 gallons of paint in partnership with Valspar Corporation:

Arts Center of St. Peter
AZ-1 Cornerstone Project, Albert Lea
Carnelian Masonic Lodge Building, Lake City
City of Eyota/EDA
Hesper-Mabel Area Historical Society
History Center of Olmsted County
Lanesboro Child Care Center
LEEP Design on a Dime (Leisure Education for Exceptional People), Mankato
Martin County Library, Sherburn

Owatonna Arts Center
Presentation College/Minnesota West Community and Technical College, Fairmont
Stepping Stones Learning Center, Fairmont,
Under the Rainbow Child Care Center, Red Wing

YOUNG EXPLORER (\$75,215)

35 Young Explorer computers awarded to the following 21 organizations through a partnership with IBM Corporation:

Austin SEMCAC Head Start
Blue Earth Area ECFE
Butterfield-Odin Preschool/ECFE/Kindergarten
Congregational Preschool, Austin
Dyckman Free Library
Gibbon Public Library
Good Shepherd Preschool
Kasson-Mantorville ECSE
Lake Crystal Wellcome Memorial School Readiness
Mankato Area Public Schools ECFE
Martin County Library
Medford Elementary Kindergarten
Minnesota Valley Action Council Head Start
Montgomery Public Library

New Prague Area Schools Early Childhood
Owatonna Public Schools - Washington Elementary School
Sibley East Elementary Schools - Gaylord & Arlington
Sleepy Eye ECFE
St. John's Grandkids/V.I.K. Club
Waseca School Age Care
Watsonwan County Library

loans & seed fund

BIO SEED FUND LOANS (\$92,000)

Algaedyne Corporation, Preston — \$25,000 to support commercial production of algae as a cost competitive replacement for fossil fuels.

CanCure Laboratories, LLC, Austin — \$17,000 to support development of an anticancer drug.

Martell Biosystems, Inc., Rochester — \$25,000 to support operations and set up for an early stage cancer diagnostics laboratory.

North Ridge Pines, LLC, Waseca — \$25,000 to support the development and production of wind energy technology.

LOANS \$891,338

Andrews Family Chiropractic Clinic, PA, Mankato — \$15,000 to support the purchase of clinic equipment.

David Ouyang (China Restaurant), St James — \$19,029 to support the purchase of restaurant inventory and equipment.

Cristina Vazquez (El Sarape), St James — \$5,309 to support the purchase of restaurant equipment.

Hardcore Computer Inc., Rochester — \$200,000 to support the purchase of new equipment for expanding liquid submersion cooling technology for high performance computers.

Rushford Hypersonic LLC — \$200,000 to support expanded production of exclusive nanotechnology coatings for broad use in health care and industry.

SpeechGear, Inc., Northfield — \$200,000 to support expansion of a speech recognition software business.

USA Wind LLC, Medford — \$200,000 to support development of a wind farm.

Christopher Wiener (Vienna Woodworks Rustic Furniture Company), Waseca — \$17,000 to support equipment purchase.

Zinniel Boring Company Inc., New Ulm — \$35,000 to support increased efficiency and inventory for horizontal directional drilling (HDD) business.

partnerships

RURAL ENERGY DEVELOPMENT INITIATIVE (REDI)

Eight information sessions, attended by over 250 people, were held in Claremont, Dodge Center, Hanska, Haverville Township, Hayfield, Lake Crystal, St. Charles, and Zumbrota to help landowners and community leaders understand wind energy opportunities. The REDI effort is designed to maximize rural economic development and stabilize rural economies by building renewable energy capacity, expertise and leadership.

PARTNERS:

Center for Rural Policy & Development, St. Peter
Initiative Foundation, Little Falls
Southwest Initiative Foundation, Hutchinson
State of Minnesota

SOUTHERN MINNESOTA OPPORTUNITY ROUNDTABLE (SMOR)

An outgrowth of the 15 regional asset based economic development forums, SMOR is focusing on increasing economic success in Manufacturing, Health Care, Food/Agriculture, Renewable Energy, Bioscience and High Technology. Moving forward, The Center for Rural Policy and Development will serve as coordinator and is seeking to consolidate strategies and activities. (Read more at www.RuralMN.org.)

PARTNERS:

AgStar Financial Services
Alliant Energy
BioBusiness Alliance of MN
Blandin Foundation
Center for Rural Policy and Development
MN Department Employment & Economic Development (DEED)
K-12 Education
MinnStar Bank, Lake Crystal

MN State Colleges & Universities (MnSCU)
Region Nine Development Commission
RUPRI, Columbia, Missouri
South Central Work Force Council
Southwest Initiative Foundation
Southwest Workforce
United FCS
Workforce Innovation in Regional Economic Development (WIRED)
Workforce Development Inc., Mankato & Rochester

trainings & technical assistance

TRAININGS

Sponsored or co-sponsored 22 trainings to assist entrepreneurs in business success.

Core Four™ Business Planning — Austin (Spanish), Chatfield, Fairmont, Lake City, Mankato, Preston, Northfield (Spanish), Owatonna (English & Spanish), and Rochester

Balance Sheets and Profit/Loss Statements — Mankato

Basic Business Understanding — St. James (Spanish)

Business Tax Information — St. James (Spanish)

Coping in a Down Economy — Faribault

Intellectual Property Seminar — Mankato

Marketing — St. James (Spanish & English)

MN Marketplace for Entrepreneurs — Mankato

Quickbooks — New Ulm, St. James (Spanish & English)

Ratios and Cash Flow Analysis — Mankato

Repairing Your Credit — St. James (Spanish)

Web 102 — St. James

CEO PEER COUNCIL

The following members meet monthly to learn how to grow their businesses.

Scott Kubicek, Owner
Advantage Cabinets Inc.
Owatonna

Karla Nelson, General Manager
CAB Construction Company Inc.
Mankato

Matt Coy, President
Clean Plus Inc.
West Concord

Jena Thompson, CEO
Daisy Blue Naturals LLC
Albert Lea

Al Clark, President
Danville Signal Processing Inc.
Cannon Falls

Gary Noble, President
DiaServe Inc.
Blooming Prairie

Tom Dotray, President
European Roasterie
Le Center

Dennis Heimerman, President
Metal Services Inc.
Blooming Prairie

Dale Halgren, President
Terra-Therm Inc.
New Richland

Eric Kylo, Vice President, Operations
The Retrofit Companies Inc.
Owatonna

Jim Troe, General Manager
Pro Manufacturing
Albert Lea

Mark Karppi, Vice President
Rochester Metalwerx
Lake City

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CEO Peer Council Helps Initiate Southern Minnesota Manufacturers Alliance™

In a shrinking economy, many business owners are asking themselves: “Where do we find more business?” Working together, rather than in competition, provided at least a partial solution for three metal manufacturers in southern Minnesota. The Foundation helped bring about this synergy by convening a monthly meeting for business leaders called the CEO Peer Council.

In early 2009, the Southern Minnesota Manufacturers Alliance™ (SMMA) formed to create new business opportunities. Three companies, CAB Construction of Mankato, ProTrucking/ProManufacturing of Albert Lea and Metal Services of Blooming Prairie are using their combined strengths to attract new customers from around the region, and the world.

“Addressing broader needs in the industry that one of us alone could not was a enough reason for the formation of the Alliance,” said Jim Troe. He, Dennis Heimerman and Karla Nelson all credit the Foundation’s HiPo Business Program and CEO Peer Council for the synergy they found in the marketplace.

Photo:

SMMA businesses (from left) Dennis Heimerman, Metal Services, Blooming Prairie; Karla Nelson, CAB Construction, Mankato; and Jim Troe, ProManufacturing, Albert Lea.

DEDICATION



"Success is simple. Do what's right, the right way, at the right time."

Arnold H. Glasgow

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Donations of \$100 or more made by individuals supporting the work of Southern MN Initiative Foundation. The first \$100 of each gift was matched by Phil and Barbara Henoch of Rochester, MN.

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What a Match! The Henochs Help Initiate SMIF's New Investors Club

This spring Southern Minnesota Initiative Foundation launched the "Investors Club" for individual donors making a gift of \$100 or more. This new donor club was created especially for those who wish to support SMIF on a personal level.

Barb and Phil Henoch, Rochester, responded with a \$10,000 matching challenge gift to help inspire more contributors. Phil, a former SMIF Board Chair and retired businessman from Rochester, knows the importance of SMIF's efforts to create economic vitality in southern Minnesota.

He explained, "I was fortunate to have a benefactor who believed in me and helped me get started in my business. That individual changed my life." The Henochs' generosity will undoubtedly help others in southern Minnesota achieve their own success.

Thank you Phil and Barbara for this inspiring gift!

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"I know the price of success:
dedication, hard work, and an unremitting
devotion to the things you want to see happen."

Frank Lloyd Wright

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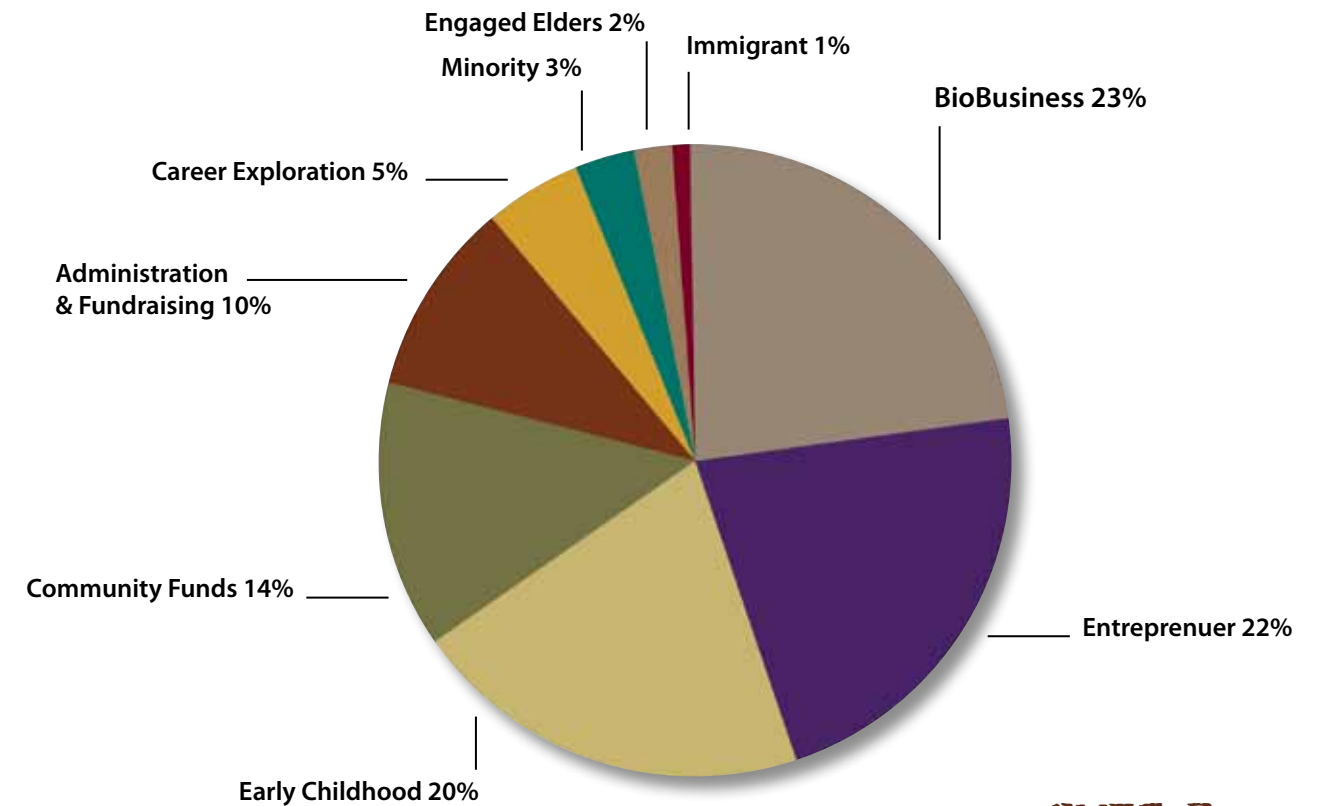
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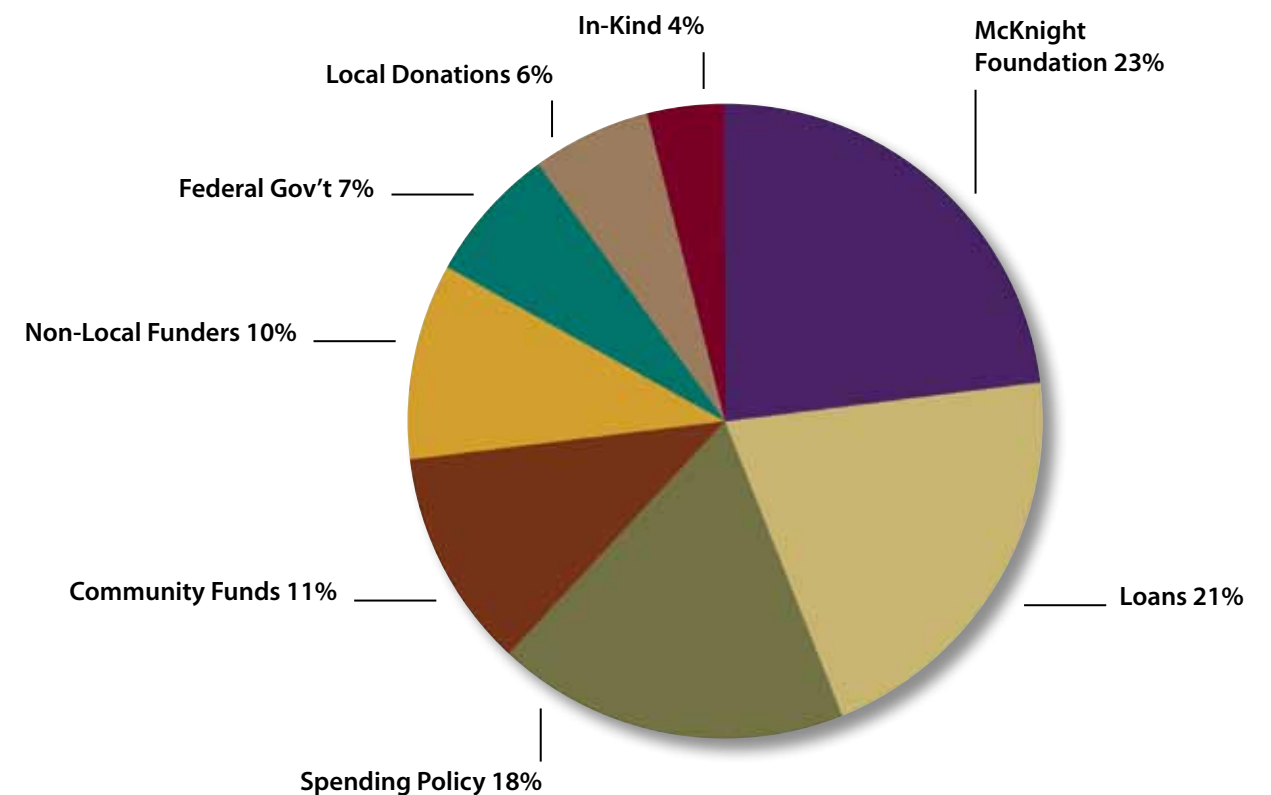
financials

Statement of Financial Position as of June 30, 2009

	FY09	FY08
ASSETS		
Cash	1,737,538	1,894,611
Investments	21,100,485	25,742,161
Pledges Receivable	2,299,824	4,439,998
Grants Receivable	84,415	205,047
Interest Receivable, Loans	33,878	24,349
Prepaid Expenses	14,578	17,857
Loans Receivable	3,801,910	3,876,935
Property and Equipment	648,396	674,821
TOTAL ASSETS	29,721,024	36,875,779
LIABILITIES and FUND BALANCES		
LIABILITIES		
Accounts Payable	8,878	47,440
Accrued expenses	124,120	149,687
Designated Fund Liability	45,585	56,827
Grants Payable	175,567	192,374
Long Term Debt	2,251,163	2,362,874
TOTAL LIABILITIES	2,605,313	2,809,202
NET ASSETS		
Unrestricted		
Undesignated	2,891,453	2,944,679
*Board designated for endowment	0	7,578,865
Total Unrestricted	2,891,453	10,523,544
Temporarily Restricted	6,882,582	6,511,835
Permanently Restricted (endowment)	17,341,676	17,031,198
TOTAL NET ASSETS	27,115,711	34,066,577
TOTAL LIABILITIES and NET ASSETS	29,721,024	36,875,779



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toward the group, the greater is the
motivation among the members to
achieve the goals of the group, and
the greater the probability that the
group will succeed."**

Rensis Likert

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Walt Ling Vice President, IBM Corporation
Fred Lutz Retired President, Lutz-Lloyd Enterprises
Chuck Mayhew CEO, Foldcraft Company
Tim Penny President/CEO, SMIF
Don Pyatt Senior Vice President of Technology and
Strategy, Viracon Incorporated
John Rivisto President/General Manager, Wells Concrete
Products Company
Tom Rosen President, Rosen's Diversified Incorporated
Erin Sellner President, Sellner Manufacturing
Colleen Skillings CFO, MVTL Laboratories Incorporated
Donald Sudor Retired, IBM Corporation
Chad Suprenant President, I&S Group
Joe Swedberg VP, Legislative Affairs and Marketing, Hormel
Foods Corporation
Jena Thompson CEO, Daisy Blue Naturals LLC
Jennifer Thompson President, American Artstone Company
Michael Wuest President, McNeilus Companies Incorporated

About Southern Minnesota Initiative Foundation:

Southern Minnesota Initiative Foundation (SMIF), a donor-supported foundation, invests for economic growth in 20 Minnesota counties. The Foundation has provided over \$42 million in grants and loans within the region during the past 23 years. SMIF's key interests include early childhood programs, workforce readiness, and economic development with a focus on emerging bioscience and renewable energy businesses. SMIF was established by The McKnight Foundation in 1986 to foster growth and vitality in greater Minnesota. To learn more about our work and mission call 507-455-3215 or visit www.smifoundation.org.

VISION:

Southern Minnesota will be a prosperous and growing region with vibrant communities, innovative and successful businesses, and a skilled and valued workforce.

GUIDING VALUES:

Integrity and ethical behavior
Leadership and innovation
Inclusive partnerships and collaboration
Wise stewardship of financial resources
Commitment to sustainable and measurable results

MISSION:

Southern Minnesota Initiative Foundation invests in the region's future growth through grants, loans, technical expertise and partnerships that foster workforce readiness and entrepreneurial activity — especially in areas of biomedicine, bioagriculture and alternative energy.

OUR COMMITMENT: *Maintain Trust and Provide Transparency*

- In 2009 Southern Minnesota Initiative Foundation (SMIF) invested 90% of total expenditures into program activities to increase the economic vitality of southern Minnesota.
- SMIF uses an unbiased committee process that draws on the expertise of staff, board and professionals to select its grant and loan recipients within the 20 county region.
- SMIF's financial structure is built on a model that leverages local contributions ten to one.
- SMIF completes an annual audit by an independent public accounting firm. Copies of audited financial statements are available upon request.
- Financial statements are presented in accordance with generally accepted accounting principles.
- Foundation submits an annual 990 tax filing. Copies are available upon request.
- SMIF voluntarily submits to an annual legal audit to ensure that the foundation is complying with applicable federal and state laws and regulations.
- SMIF requires all board members and employees to abide by a conflict of interest policy that encourages high standards of ethics and integrity.
- SMIF strives to ensure that all fundraising efforts clearly portray the purpose of the funds to be raised and that all contributions received are used for those specific purposes.
- SMIF protects the privacy of our donors and partners by not marketing our mailing list.

