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1st Annual Governor's Conference on Rural Development

The Nebraska Community Improvement Program (NCIP) and the Partnership for Rural Nebraska (PRN) have joined forces to create the inaugural Governor's Conference on Rural Development, taking place in Kearney November 13 and 14. The conference will contain features of two former conferences -- the Nebraska Rural Institute and NCIP Conference. The conference will include mobile workshops, networking opportunities, and awards to regional groups and NCIP communities. The conference presents an opportunity to bring many volunteers and service providers together.

The conference focuses on building the leadership, community, and economic development capacity in rural Nebraska - helping to create a more sustainable state. The keynote speakers for the conference are:

- Rich Karlgaard, publisher of Forbes business and financial magazine, is the November 14 kick-off speaker. He is author of the book "Life 2.0 How People Across America Are Transforming Their Lives by Finding the Where of Their Happiness," which was an Amazon and Wall Street Journal business best-seller.
- Matt Deighton from Greensburg, Kansas is the luncheon keynote speaker. He will discuss the rebuilding efforts of Greensburg, Kansas following the tornado that destroyed their town in 2007. The following is a link from Prairie Fire magazine highlighting the rebuilding efforts of Greensburg, KS. <http://www.prairiefirenewspaper.com/2008/10/sustainable-communities>

For a brochure or to register, visit <http://cariregistration.unl.edu/>.

SCEDD Welcomes Melissa Vinzant

Melissa Vinzant is the newest member of the SCEDD team. As is common in this area, Melissa grew up in rural Nebraska and moved away to find better opportunities in a city. After experiencing city life, she returned to the region, and now lives near Bertrand with her husband. A UNK graduate with an MA in history, Melissa keeps up on her history habit by teaching a

night class at UNK. Past work experience in the fields of development, real estate and banking have provided her with a background that will benefit SCEDD. As a rural Nebraska native, Melissa appreciates SCEDD's mission of promoting economic growth in the region, and looks forward to putting her research and writing skills to work in order to help the organization sustain that mission.



Coming in 2009!

The PK Partnership will be kicking off the area I&E (Innovators, Inventors, and Entrepreneurs) Club in January. The goal of the I&E Club is to educate innovators, inventors and entrepreneurs to develop successful businesses while giving back to new members, entrepreneurs, and the betterment of the community. By being a member of this club, innovators, inventors, and entrepreneurs are able to explore ideas with others in an informal and supportive environment. Members will benefit from network systems and helpful relationships, and will be directed toward resources. Watch for more details on this event. For anyone interested in more information, please contact Sharon Hueftle, 308-995-3190, sharonh@scedd.us.

The South Central Economic Development District exists to develop and promote a positive economic climate, which supports regional growth.

Finding A Buyer For Your Business

One of the goals of PK Partnership (Phelps & Kearney County) is to provide to the community education in regards to economic development. Monday, October 27 at 6 pm, the PK Partnership is sponsoring a “Find a Buyer” dinner seminar at the Upper Room in Holdrege, featuring speaker Frank Haverkamp, President of Sunbelt Business Advisors. Back by popular request, Haverkamp will show how it is possible to link willing business sellers with willing buyers without putting a “For Sale” sign in your window. Haverkamp will also share why it is important to plan today for transferring your business to someone else whether you are planning to sell now or later. Prior planning means you can sell your business confidentially and without creating concern among your customers. Plan to attend this meeting to preserve, protect and

The cost is \$15 and RSVPs are requested by Oct. 23rd. Please contact the Holdrege Area Chamber of Commerce at 308-995-4444 or at chamber@holdrege.org; or the Minden Chamber of Commerce at 308-832-1811 or at mindenchamber@gtmc.net with your reservation. Reservations need to be made by Thursday, Oct. 23 for the dinner seminar. Checks can be made payable to PK Partnership.

The “Find a Buyer” seminar will also be offered as a live, interactive video conference at the following locations: Educational Service Unit (ESU) 11 in Holdrege, Hall County Extension Office, Grand Island, and the UNK Communications Building Room #241, Kearney, on Tuesday, Oct. 28 at 9:00 to 10:30 AM CST. This live video conference is free of charge and open to the public. To sign up for the online conference and for more information visit: <http://www.unk.edu/acad/crrd/index.php?id=38712>. Reservations need to be made by Thursday, Oct. 23.

The “Find a Buyer” video conference is sponsored by Rural Enterprise Assistance Project (REAP), a program of the Center for Rural Affairs, South Central Resource Conservation & Development (RC&D), and the Center for Rural Research & Development (CRRD), and UNK Video Services Department.

This project is funded in part by a grant from the Nebraska Department of Economic Development administered by the Nebraska Rural Development Commission. For a flyer of the event: <http://files.cfra.org/succession.pdf>

CDA Tax Credits at Work in Palmer

The Village of Palmer recently faced a situation that is present in many small towns. A downtown business was seeking to expand, but an abandoned, ramshackle residence sat on the property next door. Both properties were within one block of the downtown area. In an effort to expand the local economy, increase the tax base, and reduce the unsightly property, the Palmer Community Foundation Inc requested Community Development Assistance Act tax credits to facilitate the transition of unsightly residential property into productive business property. Thanks to the CDAA tax credits, the residential property was acquired, the building was demolished, and the lot prepared, making the property available for the expansion of the business. Friedrichsen Seed and Feed, a local business and current owner of the residential property, pledged to donate costs of the demolition, clearance, and lot preparation in addition to the value of the property to the Palmer Community Foundation, Inc.



Photo of the Palmer property prior to demolition



News from the District



USDA awarding RBEG grants to SCEDD

SCEDD Receives RBEG Grants

The South Central Economic Development District has been awarded two grants, totaling \$250,000, from USDA Rural Development (RD). One grant funds the establishment of a revolving loan fund (RLF), which will allow SCEDD to assist in funding disaster affected businesses in Buffalo, Hamilton, and Kearney Counties. These counties were declared disaster areas after severe storms, tornados, and flooding this summer. The second RBEG will allow SCEDD to provide one-on-one business facilitation in all twelve counties in the district.

Regional Revitalization through Community Development

Contrary to what may have been expected, those who attended the South Central Economic Development District (SCEDD) and the Nebraska Development Network – Central Region workshop on July 16th in Central City did not hear an inflammatory report regarding the ethanol industry. John Hay’s presentation, “Myth Busting about Ethanol” was based on factual research and encouraged participants to draw their own conclusions. Using technology to allow those in attendance to vote on various issues and myths surrounding the ethanol industry, discussion was generated. Hays is with UNL Extension and 87% of attendees felt his presentation greatly increased their knowledge of the ethanol industry.



John Hay speaking in Central City

The second presentation, “Untapped Opportunities for Community Revitalization” by Lindsay Papenhausen of the Nebraska Department of Economic Development, reveals a resource that’s often underutilized because communities are unaware of it. The Nebraska Community Development Assistance Act was created in 1985 by the Nebraska Legislature to encourage private investment to financially support nonprofit community betterment organizations in an effort to implement community service and development projects in economically distressed areas. More information about the CDAA can be found at <http://www.neded.org/content/view/97/227/>.

Finally, the third presentation of the evening shared information about the successful regional pairing of PK Partnership—Phelps and Kearney Counties. Through collaboration, this partnership has sponsored one EDGE (Enhancing, Developing, and Growing Entrepreneurs) class and is looking to begin the second one August 19. They’ve also worked with area high school students in assessing potential career tracks. Chuck Wiest of Holdrege shared how more can be done with less through collaboration and leveraging of time, finances and resources of the partnership.



Frank Haverkamp, presenting in Broken Bow

This workshop was the second of three to be offered in 2008 by the South Central Economic Development District (SCEDD) and the Nebraska Development Network – Central Region. These two entities are partnering to bring community development workshops to rural communities to connect resources and local entities for community and economic development.

The final 2008 RRCD workshop was offered in Broken Bow, Thursday October 16th. First on the agenda was a presentation on Business Solutions, given by Mark Scott of Outright Solutions and Frank Haverkamp of Sunbelt Business Solutions.

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Following was a presentation by Marian Beethe on the Beginning Farmer & Rancher program offered by NCTA, Curtis, along with a discussion by Dr. Weldon Sleight on the 100-herd Beef Cow Program. The workshop was well attended, and the presenters offered up answers to a variety of questions from the audience. This workshop was sponsored by the Broken Bow Chamber of Commerce, the Nebraska Development Network, and the Central Nebraska Economic Development District. Information on the 2009 series of workshops will be in the next newsletter.



Marian Beethe answering questions on the Beginning Farmer & Rancher program

Business Exit Planning, Presented by NBDC

A 2008 NU - Gallup survey found that 52% of small business owners plan on leaving their business sometime within the next ten years. 30% plan on leaving in five years or less. Successful transition of existing businesses to new owners and a new generation must supplement business creation efforts. The Business Exit Planning presentation provided live as a webinar will identify the challenges business owners and communities face, and provide real solutions. NBDC brings over 30 years of experience in small business development and consulting to this important issue, and something more; a turn-key approach that provides an exit solution for most successful small business owners.

Odee Ingersoll, Director of NBDC-UNK, will be presenting the PowerPoint portion of the webinar and moderating the discussion. He is a member of the Institute of Business Appraisers and the National Association of Certified Valuation Analysts. University of Nebraska Vice President Pete Kotsiopoulos will be a guest speaker during the presentation, which will last one hour and identify issues that business owners and communities face regarding successful business transition.

The webinar will be provided live from the SBA offices in Omaha on Thursday, October 30th at 2:00 pm, and made available statewide. The webinar, hosted through "Readytalk" is free of charge and limited to the first 100 participants who register at "nbdcUNK@unk.edu". Additional sessions will be provided as required.

Following the webinar to service providers, a four-month schedule of programming will be released specifically developed to educate and address individual small business owners. The presentations will be offered four times per month, twice during business hours, and twice during the evening to meet the needs of participants. These free outreach sessions will coincide with NBDC's statewide exit planning program launch. Printed and pdf program brochures are complete and will be delivered across the state. In November, NBDC will provide partners with a free "Successful Exit Planning Now" CDROM for distribution to individual business owners. The CDROM contains a more detailed version of NBDC's business transition seminar series, and provide owners with additional materials related to exit planning. The CDROM allows business owners to view the presentation in private when their schedule permits.

For additional information, contact Odee Ingersoll, 308-865-8429.

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www.scedd.us

Celebrating the CEDS

After long months of preparation and hard work, SCEDD has submitted the 2008 Comprehensive Economic Development Strategy to the EDA. The finalized CEDS was completed with the help of many different resources, and required the processing of information from the Community Needs Survey and Strategic Planning meetings. SCEDD gives a big THANK YOU to all who assisted in this process. The completed document will be available for viewing on the SCEDD website.