Economic Development: Models, Lessons Learned and Regional Considerations

Midwest Regional Public Finance Conference
Hugo Wall School
February 17–18, 2011
Siemens Timeline

- June of 08–responded to a blind RFQ from Department of Commerce
- July of 08—Had our first site visit from Siemens
- Sept 08– 2nd site visit/team
- Jan–09 Siemens officials were introduced to state officials
- May of 2009–Siemens announced Hutch location
- Sept 09—groundbreaking at State Fair
- November 09–construction begins
TEAM COLLABORATION
Opportunities

- Supply Chain
- Several Looking at Region
- Newton Project–Tindal
- Draka, Jupiter
Denmark Trip

September 2010

Two Purposes

◦ Build Relationship with Siemens
◦ Talk with potential suppliers

Tour Nacelle and Blade Facilities

Suppliers
Lessons Learned

- Never give up—may seem like a long shot but have to get involved to have a chance
- Preparation and follow up
- Leadership – point person
- Available war chest
- Shovel ready site
Salt City Business Park
LUCK = Opportunity met with Preparation
Where Are We Today

- Grand opening last Friday—December 3rd
- 3 nacelles built (650 per year)
- 150 hired
- Projected 400 by end of 2011
Siemens–Grand Opening Dec 3, 2010
2.3 MW Unit
3.0 MW Unit
Big Truck