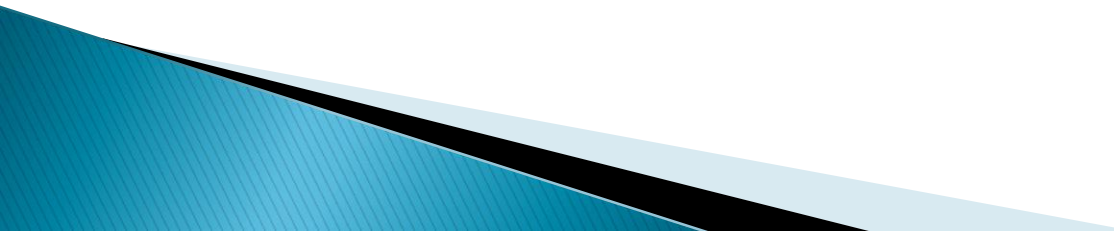


Economic Development: Models, Lessons Learned and Regional Considerstions

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

Siemens Timeline

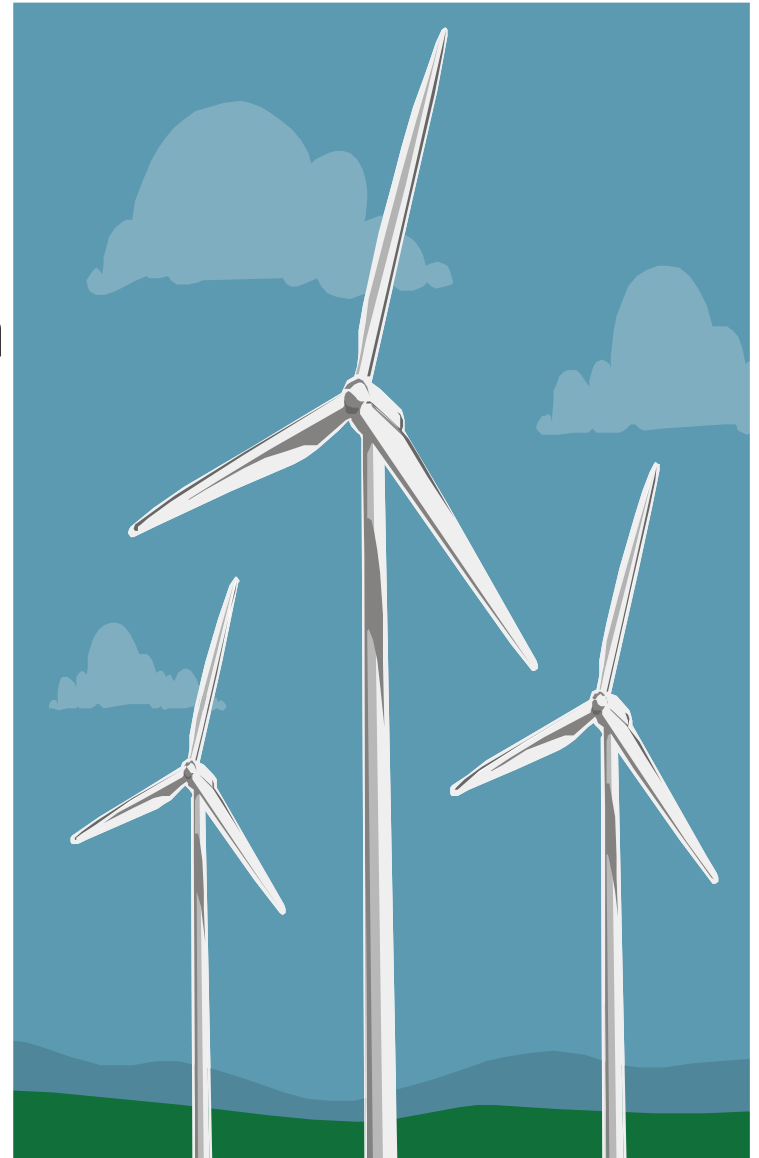
- ▶ June of 08—responded to a blind RFQ from Department of Commerce
 - ▶ July of 08—Had our first site visit from Siemens
 - ▶ Sept 08– 2nd site visit/team
 - ▶ Jan–09 Siemens officials were introduced to state officials
 - ▶ May of 2009–Siemens announced Hutch location
 - ▶ Sept 09—groundbreaking at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

TEAM COLLABORATION



Opportunities

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



Denmark Trip

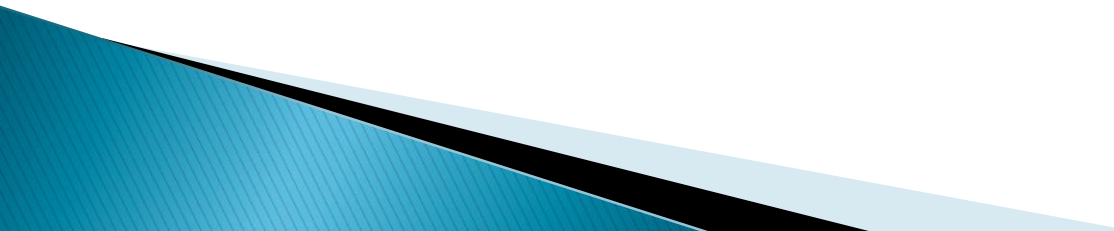
- ▶ September 2010
- ▶ Two Purposes
 - Build Relationship with Siemens
 - Talk with potential suppliers
- ▶ Tour Nacelle and Blade Facilities
- ▶ Suppliers







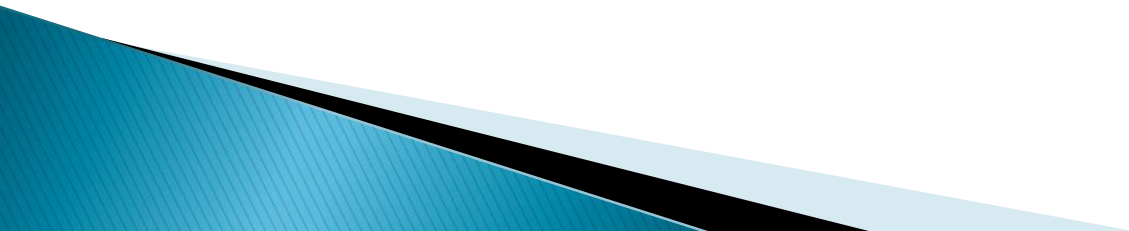
Lessons Learned

- ▶ 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
- 

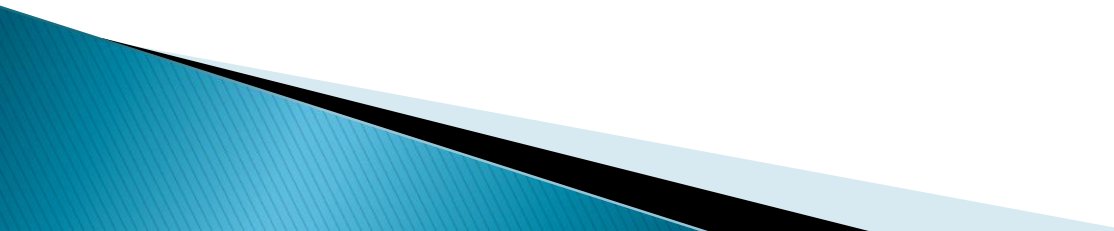
Salt City Business Park



**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-Nacelle #1



Siemens-Grand Opening Dec 3, 2010



Siemens-July 2010



2.3 MW Unit



3.0 MW Unit



Big Truck

