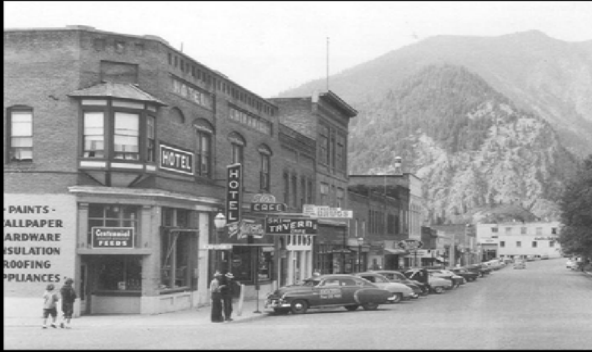




www.boomtowninstitute.com

Leavenworth, WA



Leavenworth's Old
Downtown



Vesta Jr. Women's
Club



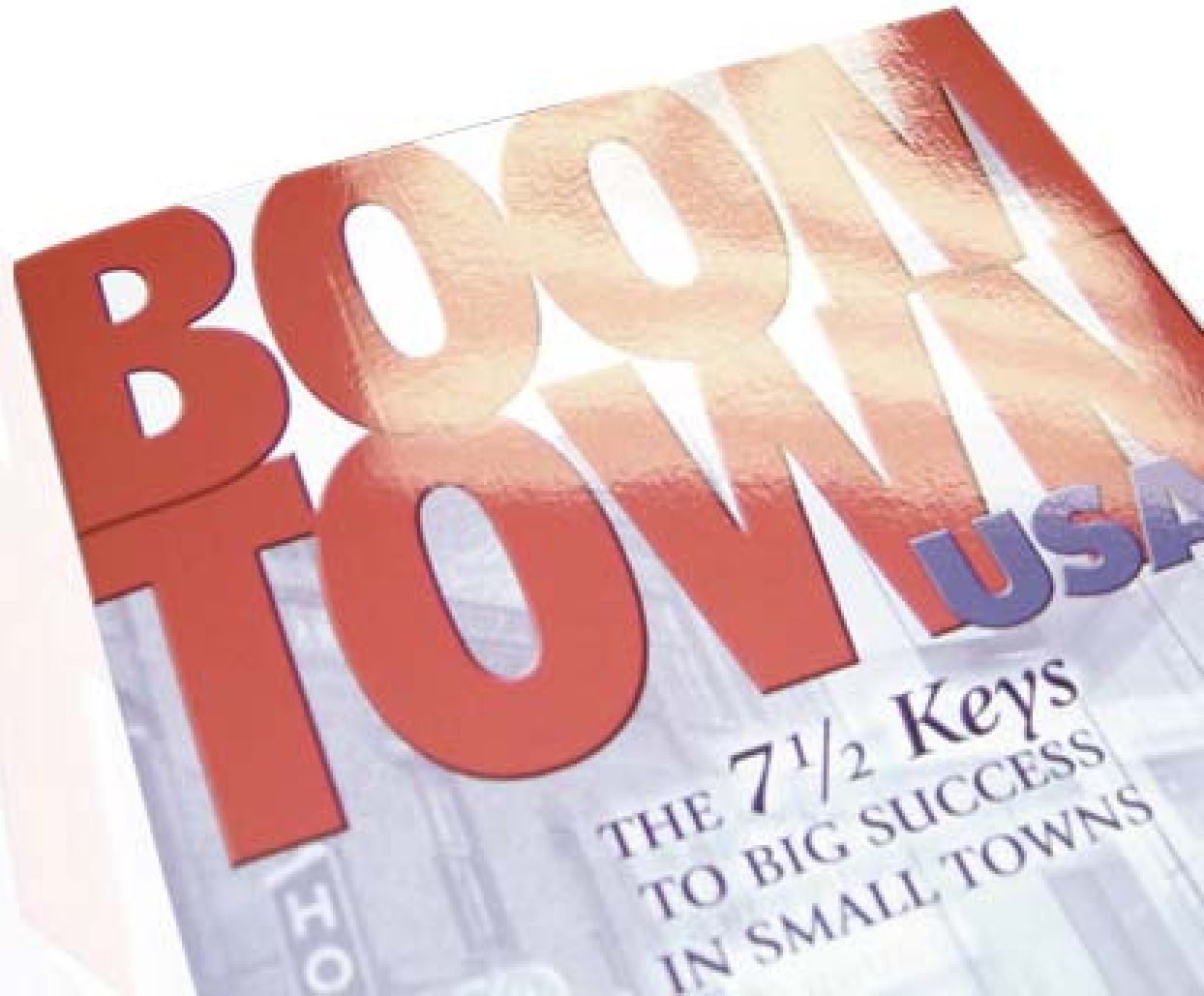
MENTORING AMERICA'S HOMETOWNS

Boomtown USA

The 7 1/2 Keys to Big Success in Small Towns



BOOMTOWN
INSTITUTE



1. Adopt a “Can Do” Attitude



MENTORING AMERICA'S HOMETOWNS

1. Adopt a “Can Do” Attitude

Peru, IL



Peru



LaSalle



MENTORING AMERICA'S HOMETOWNS

2. Shape Your Vision



MENTORING AMERICA'S HOMETOWNS

2. Shape Your Vision

Columbus, IN



Columbus City Hall



J. Irwin Miller

Indiana Bell Switching Center



MENTORING AMERICA'S HOMETOWNS

3. Leverage Your Resources



MENTORING AMERICA'S HOMETOWNS

3. Leverage Your Resources

Lebanon, NH



Lebanon's medical community



**The Dartmouth-Hitchcock
Medical Center**



MENTORING AMERICA'S HOMETOWNS

3. Leverage Your Resources

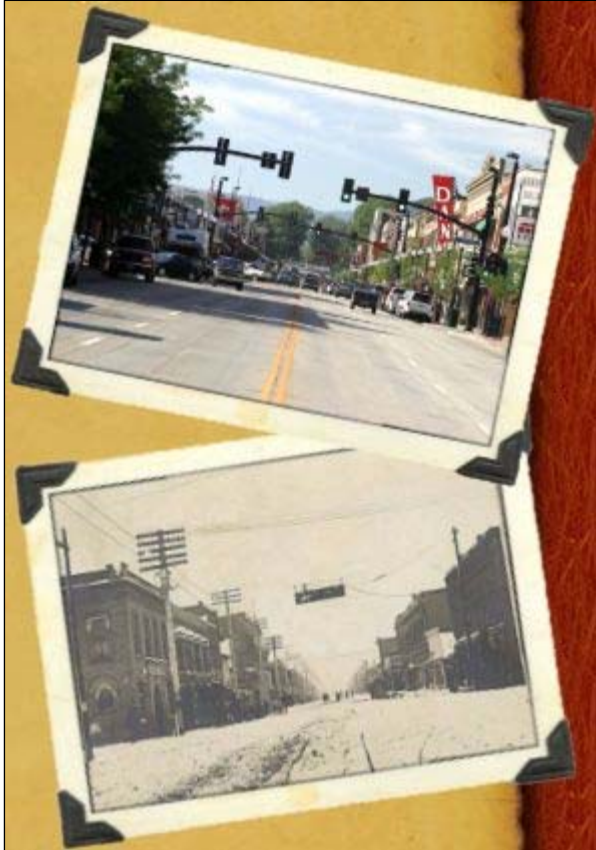
Winfield, KS



MENTORING AMERICA'S HOMETOWNS

3. Leverage Your Resources

Sheridan, WY



MENTORING AMERICA'S HOMETOWNS

3. Leverage Your Resources

Spokane, WA



MENTORING AMERICA'S

3. Leverage Your Resources



Sequim, WA



Urbana, OH



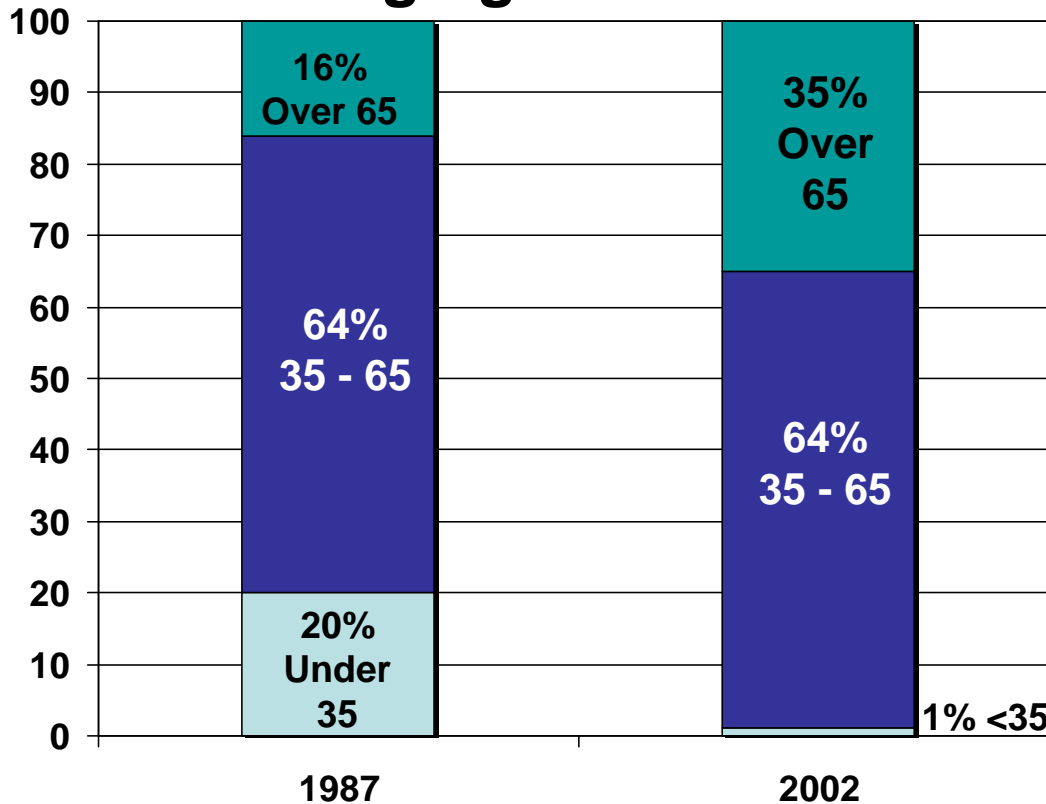
Wilcox, AZ

MENTORING AMERICA'S HOMETOWNS

3. Leverage Your Resources

Iowa

Aging Farmers



Other Facts

- 90% work off farm or > 65
- 48% of land owned > 65
- 24% of land owned > 75
- 20% of land owned by heirs out of state



4. Raise Up Strong Leaders



MENTORING AMERICA'S HOMETOWNS

4. Raise Up Strong Leaders

Tupelo, MS



George McLean



The Advanced Education Center

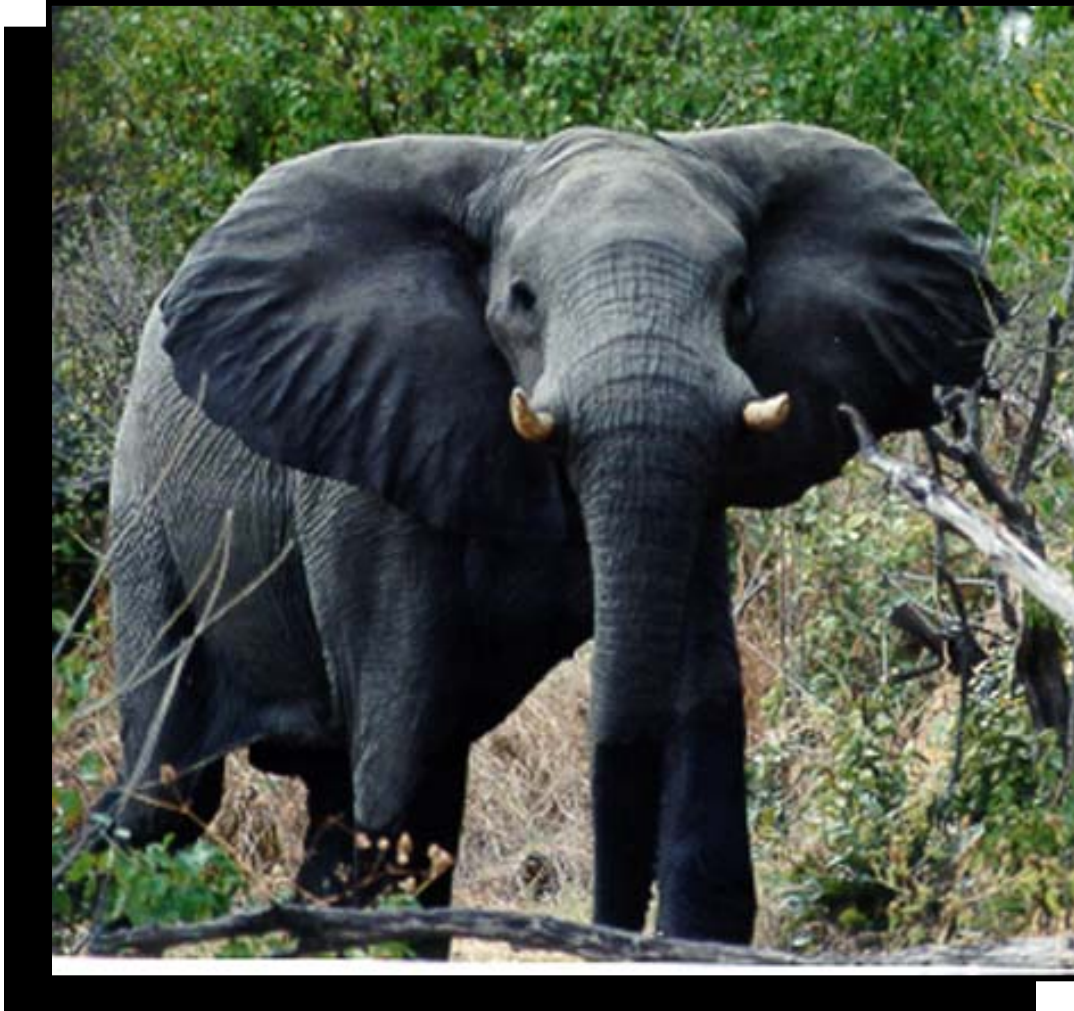


The Tupelo Furniture Market

5. Encourage an Entrepreneurial Approach



MENTORING AMERICA'S HOMETOWNS



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach



**December 7, 1978
Albuquerque, NM**



Seattle, WA



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Mooreville, IN



Ryan Goodwin



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Truman, MN



Nick Graham



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Southgate, MI



Ashley Qualls



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Skillman, NJ



The Creators - Catherine, Dave and Geoff



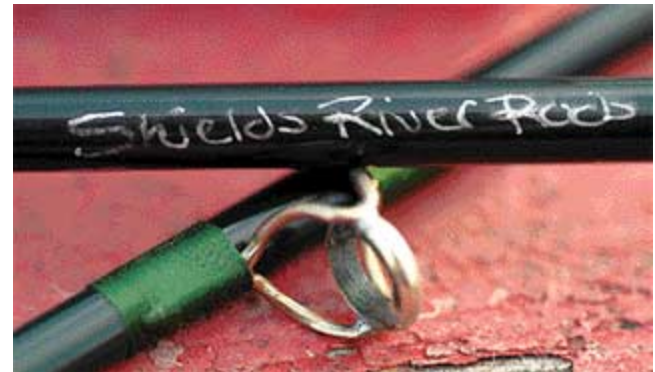
MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Clyde Park, MT



Sam Cornthwaite



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Montesano, WA



Lacey Jean Davis



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Noxon, MT



Darian Barton



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Blanding, UT

Lickity Split Chocolate

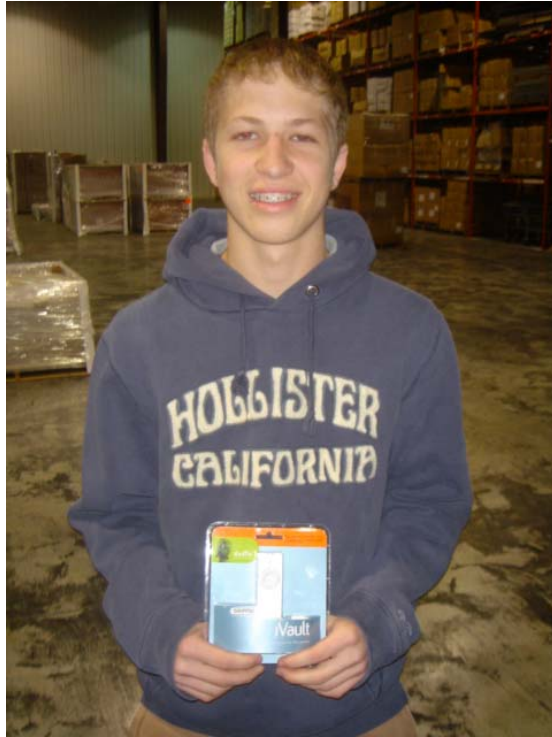
Luscious chocolate...noble cause



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Effingham, IL



David Orr



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Effingham, IL



David Orr



MENTORING AMERICA'S HOMETOWNS

5. Encourage an Entrepreneurial Approach

Effingham, IL



David Orr



MENTORING AMERICA'S HOMETOWNS



5. Encourage an Entrepreneurial Approach

Iowa Venture and Angel Funds



MENTORING AMERICA'S HOMETOWNS

6. Maintain Local Control



MENTORING AMERICA'S HOMETOWNS

6. Maintain Local Control

Effingham, IL



MENTORING AMERICA'S HOMETOWNS

Enterprise Rail Park



MENTORING AMERICA'S HOMETOWNS

Enterprise Rail Park



MENTORING AMERICA'S HOMETOWNS

7. Build Your Brand



MENTORING AMERICA'S HOMETOWNS

7. Build Your Brand

Branson, MO



Presleys' Country Jubilee



Jim Owen's Hillbilly Theater



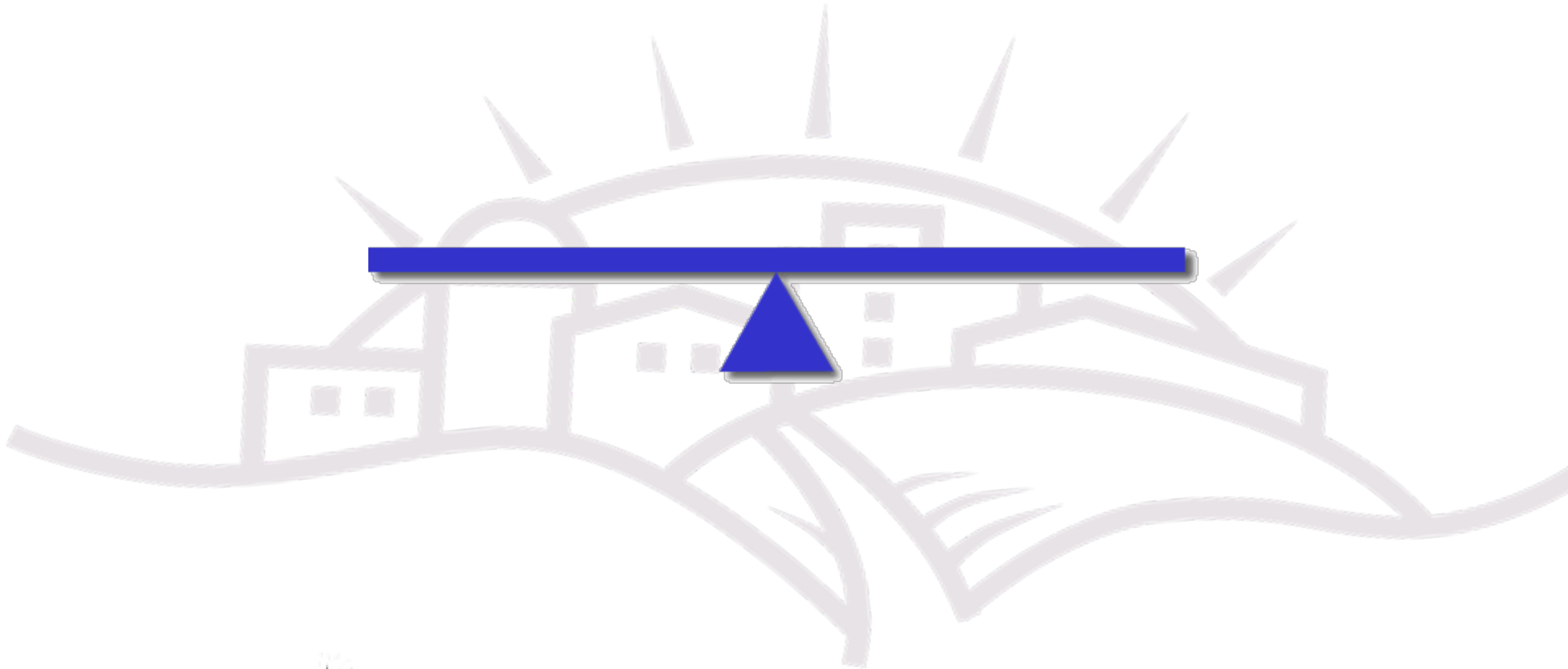
MENTORING AMERICA'S HOMETOWNS

7 1/2 . Embrace the Teeter Totter Factor



MENTORING AMERICA'S HOMETOWNS

7 ½ . Embrace the Teeter Totter Factor



MENTORING AMERICA'S HOMETOWNS

Different Paths = Different Results

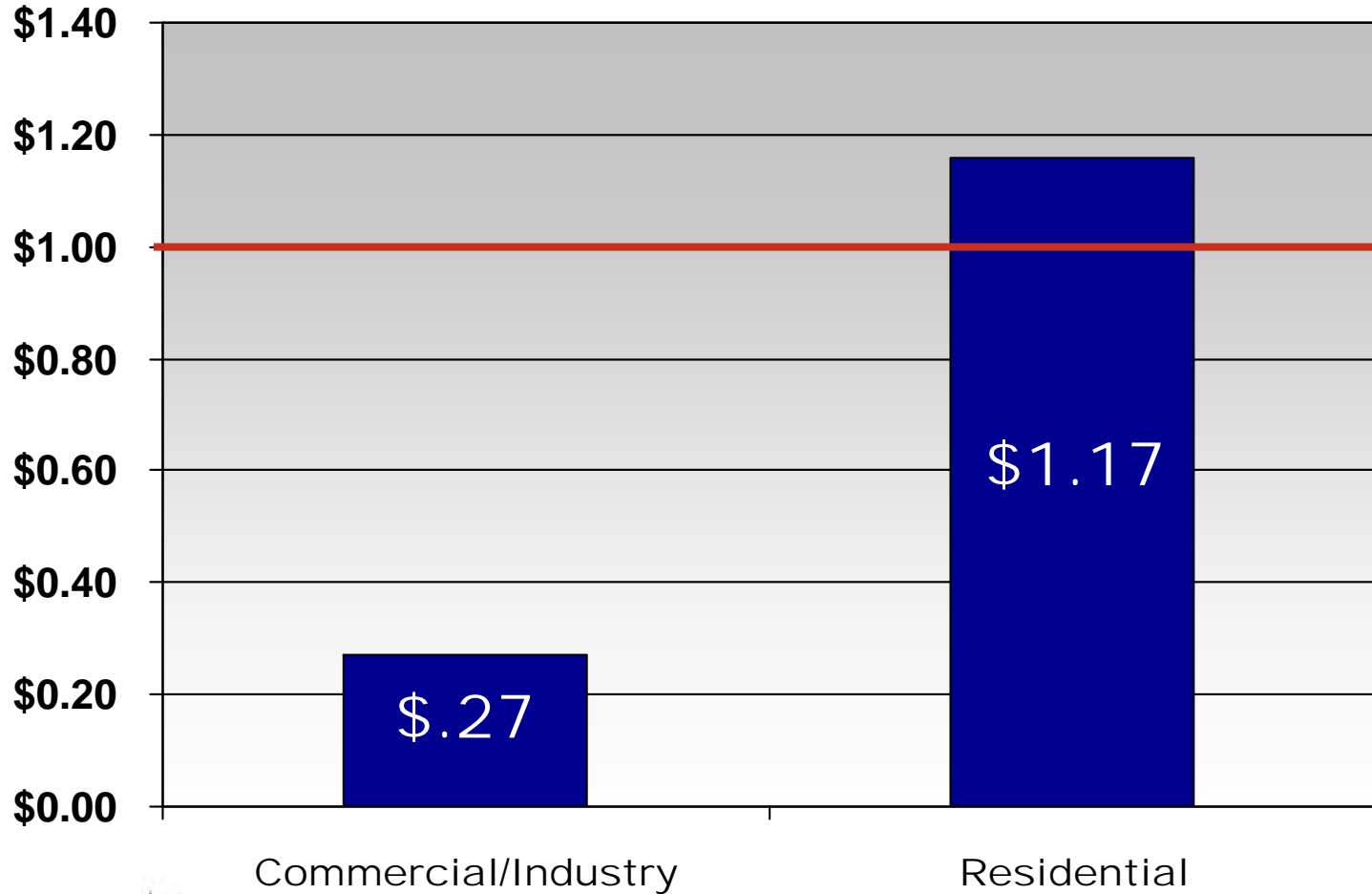
Mooresville, NC vs. Rockingham, NC



MENTORING AMERICA'S HOMETOWNS

Cost of Community Services

(per dollar of revenue)



Source: American Farmland Trust



MENTORING AMERICA'S HOMETOWNS

The Impact of 100 Manufacturing Jobs

- 415 more jobs
- \$12,700,000 more personal income/year
- \$5,000,000 more bank deposits
- 7 more retail establishments
- \$7,700,000 more retail sales
- \$540,000 increased tax revenue
- \$2,000,000 more service receipts

Information provided by Illinois Chamber of Commerce



MENTORING AMERICA'S HOMETOWNS

Putting it all together

Cape Girardeau, MO



Academic Hall
Southeast MO State University



The Show Me Center



Mayor Jay
Knudtson



Seabaugh Building
Southeast MO State University



Downtown Cape Girardeau



MENTORING AMERICA'S HOMETOWNS



MENTORING AMERICA'S HOMETOWNS

www.boomtowninstitute.com