

Partnership

FOR PROSPERITY

INVESTOR PROSPECTUS
AUGUST 2007

PRESENTED BY



SBDC MISSION STATEMENT

The Springfield Business & Development Corporation is the economic development subsidiary of the Springfield Area Chamber of Commerce and its mission is to provide a continued revenue source for the Chamber's economic development program, assisting business and industry, and attracting new business and industry to the Springfield area.

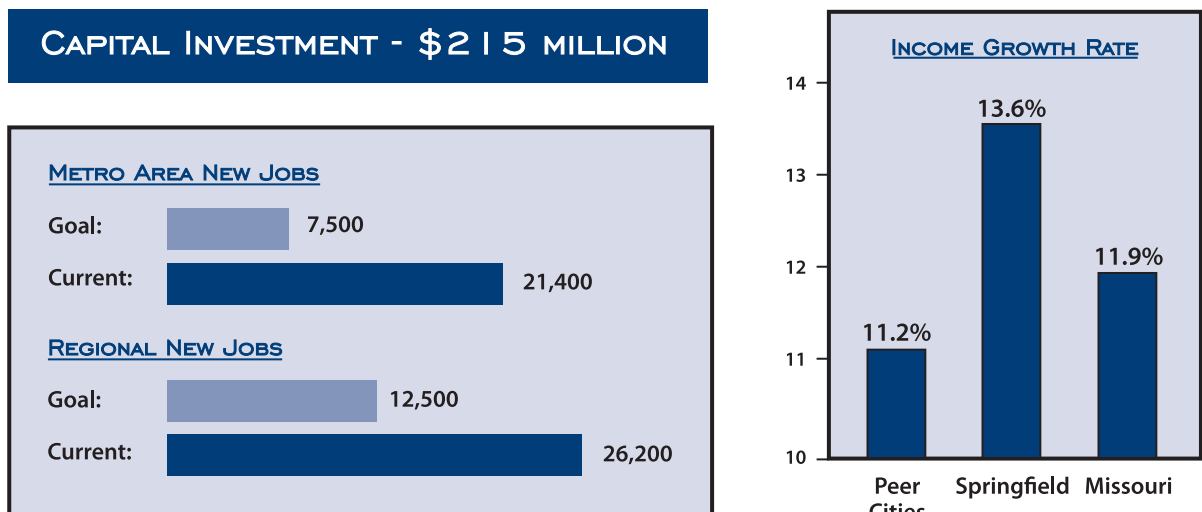
WHAT IS PARTNERSHIP FOR PROSPERITY II?

For almost twenty-five years, the SBDC has been involved in economic development activities. As a result the surrounding area has seen tremendous growth. If we expect this growth to continue, we need to devote additional effort and resources towards setting a new course to make sure our area's economy remains strong. Meaningful opportunities for quality growth will undoubtedly present themselves in the coming years. In order to compete and win, Springfield must continue to position itself to take full advantage of future economic development opportunities through this five year economic development capital campaign.

WHAT WE WILL DO

- Build on the momentum and success of our regional economic development program
- Enhance the region's talent development program and create strategies to address the workforce needs of current employers
- Harness the strengths and resources of our community's college and university and health care systems
- Continue to aggressively lead the business retention, expansion and attraction efforts in the region
- Expand the marketing of the Springfield area
- Continue investor relations programs and expand involvement of more businesses in the efforts

PARTNERSHIP FOR PROSPERITY I ACCOMPLISHMENTS (2003-2007)



CAMPAIGN CABINET



Jack Stack
SRC Holdings
Honorary Chairman

CAMPAIGN LEADERSHIP



Mary Kay Meek
Meeks Building Centers
SBDC President



Jim Baker
Missouri State University
SBDC Vice President



Ann Marie Baker
UMB Bank
Chamber Chairman



Doug Pitt
ServiceWorld Computer Center
Chamber Chairman-Elect

STEERING COMMITTEE

Bill Adams, Concrete Companies of Springfield
Jim Anderson, Springfield Area Chamber of Commerce
Kevin Ausburn, SMC Packaging Group
Howard Bailey, Howard Bailey Company
Bob Bezanson, CoxHealth
Mike Briggs, Willow Brook Foods
Annie Busch, Springfield-Greene County Library District
Allen Casey, The Casey Associates
David Coonrod, Greene County
Steve Crowder, Decorize
Kim Day, St. John's Health System
Tom Finnie, City of Springfield
Steve Fox, Quest Capital Alliance, LLC
Virginia Fry, Blackwell Sanders, LLP
Dwayne Fulk, The Law Firm of Neale & Newman LLP
John Griesemer, Springfield Underground
Bob Hammerschmidt, Commerce Bank
Sally Hargis, Ozarks Coca-Cola/Dr Pepper Bottling Company
Bill Hart, Husch & Eppenberger, LLC
Hal Higdon, Ozarks Technical Community College
Frank Hilton, Citizens National Bank of Springfield

Michael Homeyer, Bank of America
Jim Jura, Associated Electric Cooperative
David Kunze, BancorpSouth
Andy Lear, BKD, LLP
Bill Monday, O'Bannon Bank
Cy Murray, White River Valley Electric Cooperative
Lisa Officer, Officer CPA Firm LLC
Richard Ollis, Ollis & Company
Tom Rankin, Sperry Van Ness/Rankin Company
Keith Roberts, Empire Realtors
Tim Rosenbury, Butler Rosenbury & Partners
Kenny Ross, Morelock-Ross Builders
Robert Spence, Evangel University
Lezah Stenger, Stenger Homes, LLC
Joe Turner, Great Southern Bank
John Twitty, City Utilities of Springfield
Randell Wallace, Lathrop & Gage, LC
John Wanamaker, BKD, LLP
Mike Williamson, Empire Bank
Rusty Worley, Urban Alliance District

PROGRAM SUCCESS MEASURES

CAPITAL INVESTMENT:

The SBDC should directly aid in a minimum of \$225 million in new capital investment over the next five years. This investment will be tracked within the five-county Springfield Metropolitan Statistical Area and the 10-county area that comprises the Ozarks Regional Economic Development Partnership program.

We will track net new capital investment in the following manner:

- New (attracted) business and professional organizations to the region
- Expanded and retained business and professional organizations in the region

JOBS:

The SBDC's facilitation of job retention and creation over the next five years will exceed state projections of job growth in the manufacturing, business and professional services, construction, health care and financial activities sectors. Additionally, the SBDC's facilitation of job retention and creation in the 10-county region will exceed economic forecasts in those same specific industry categories. The source for economic projections: The Missouri Economic Research and Information Council.

Additionally, the Springfield metropolitan area's workforce will grow by at least 9,000 net new jobs over the five-year period, while at least 14,000 net new jobs will be created in the Ozarks 10-county region in the same time period.

INCOME GROWTH:

The SBDC should continue to strive to increase the Springfield Metropolitan Statistical Area's per capita income growth rate to a level exceeding a list of 15 of Springfield's closest peer cities--metro areas of similar demographics, economic growth and competition for development. By the end of the five-year period, the Springfield Metro Area's per capita income growth rate will continue to exceed the State of Missouri's rate of per capita income growth.

The Springfield Business & Development Corporation is a driving force behind our region's growth.

We have a tremendous opportunity to control our own destiny in terms of economic growth and prosperity. It's important to ensure the appropriate resources are in place so that all segments of our community and region can reap the benefits, and that's why it is critical to support the SBDC's economic development capital campaign.

As manager of a manufacturing plant, I believe it is essential that the Springfield region is able to attract and retain high caliber talent, prepared for the jobs of today and tomorrow. The work of the SBDC is critical to the vitality of our community.

Todd Sherman, Kraft Foods



RECRUITMENT AND RETENTION

- Position Springfield as an attractive location for regional headquarter operations that would provide management-level jobs to college graduates in the Springfield area
- Grow jobs by assisting companies already in the market
- Support the ongoing needs of the employers in the Springfield region by continuing a visitation program to assess growth potential and assist with challenges
- Coordinate and strengthen relationships with area colleges and universities in the region
- Enhance regional partnerships and continue to work with regional elected leadership
- Continue to provide regional information on working, living and doing business in the Springfield region
- Serve as the primary communication vehicle with site-selection consultants and others interested in the region as a place to expand or relocate a business
- Collaborate with Springfield-Branson National Airport to improve air service for the region

SPRINGFIELD AMONG TOP MID-SIZED METROS FOR RECRUITMENT & ATTRACTION

TOP MID-SIZED METROS	
1	Canton-Massillon, OH
2	Huntsville, AL
3	Fayetteville-Springdale-Rogers, AR
4	Harrisburg-Lebanon-Carlisle, PA
5	Tucson, AZ
6	Flagstaff, AZ
7	Biloxi-Gulfport-Pascagoula, FL
8	Allentown-Bethlehem-Easton, PA
9	Wilmington, NC
10	Stockton-Lodi, CA
11	Albuquerque, NM
12	Springfield, MO
13	Charleston-North Charleston, SC
14	Columbia, SC
15	Wichita, KS

Source: Expansion Management

WORKFORCE DEVELOPMENT

- Develop new strategies to address the talent attraction and retention issues in the Springfield area by conducting research on current and anticipated workforce needs and trends; and develop solutions for these issues
- Strengthen The Network to position the Springfield area as an attractive community for young professionals
- Develop new communication and marketing efforts to address growing workforce supply and quality issues faced throughout the region
- Continue a local visitation program to meet with area businesses to determine workforce issues and anticipated needs for the future
- Work with local school systems and higher education partners to develop programs that prepare people for the jobs of today and tomorrow

I want to let you know what the Springfield Business & Development Corporation's efforts to attract T-Mobile to Springfield has meant to my family and me. I had been a stay-at-home mom until my husband's work accident required me to return to the workforce. I wanted to find a place that would make that transition as easy as possible. There were several things that I was looking for in an employer; income that would allow me to better care for our family, health benefits and professional growth. I found all of that in T-Mobile!

I am so grateful that T-Mobile and Springfield's economic development partnership joined together to provide such an awesome place to start my career! The quality of my family's life is the most important thing to me and T-Mobile has allowed me to provide a great life for them!

Sarah Sypret, T-Mobile



HEALTH CARE AND HIGHER EDUCATION

- Support and encourage health care and life sciences research which will lead to new manufacturing and logistics employment opportunities
- Work with health care professionals throughout the region to assist in promoting the advantages of locating businesses and attracting new people because of our health care advantages
- Work with area colleges and universities to develop new programs targeted to new growth businesses and to assist current businesses throughout the region
- Attract medical clinical trials to Springfield
- Analyze current and future health care and life sciences needs, the future labor pool needs (professionals, technical, administrative support, etc.) and identify areas where universities and technical colleges can correct deficiencies

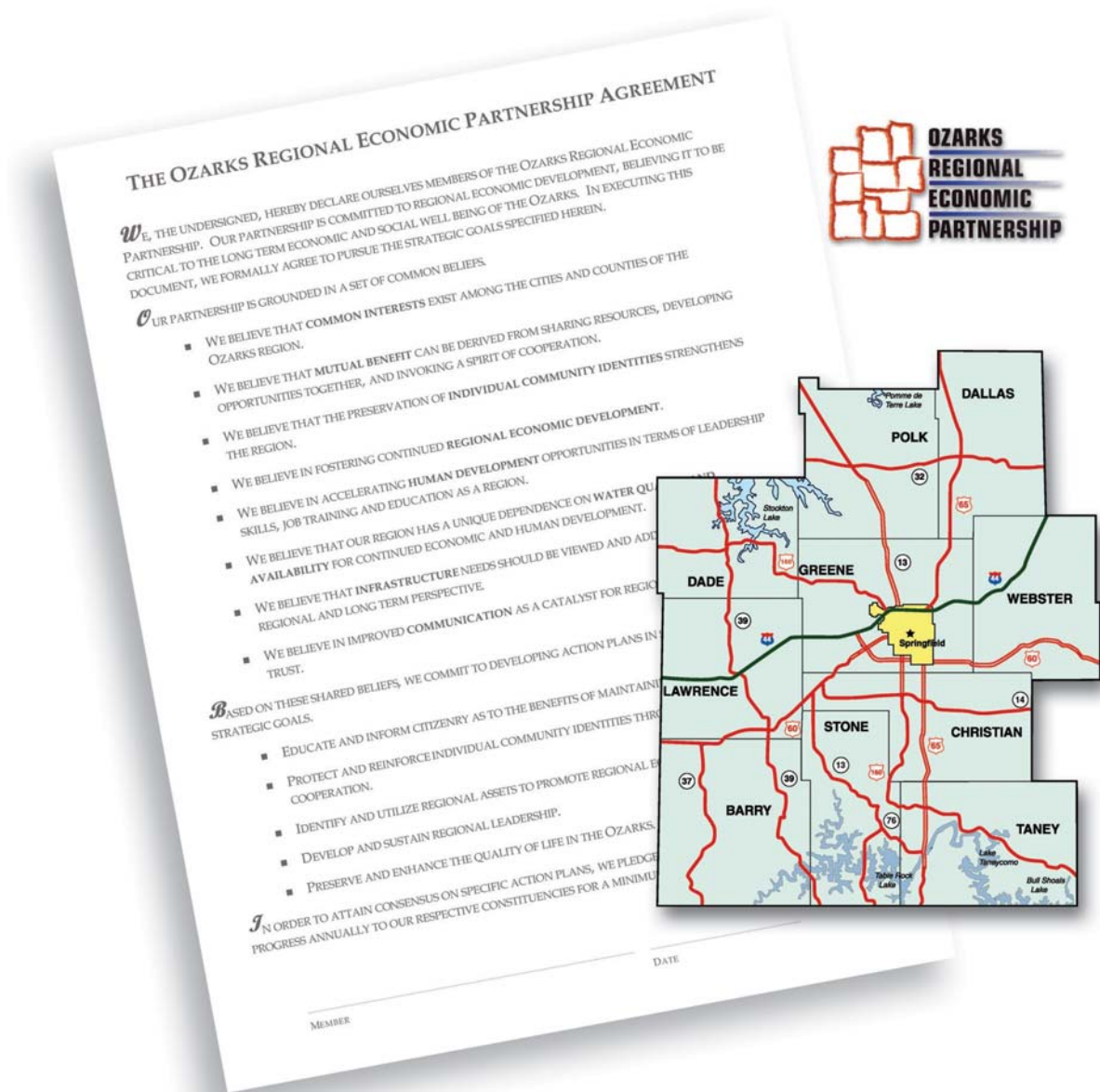
SPRINGFIELD RANKS NO. 6 ON NATION'S BEST METRO LIST

Expansion Management magazine ranks Springfield #6 of 331 metro areas for business expansion, citing excellent public schools, low health care costs and high quality of life.

1	Des Moines, IA
2	Kansas City, MO-KS
3	Seattle-Bellevue-Everett, WA
4	Austin-San Marcos, TX
5	Iowa City, IA
6	Springfield, MO
7	Sioux Falls, SD
8	Washington DC, MD-VA-WV
9	Fargo-Moorhead, ND-MN
10	Harrisburg-Lebanon-Carlisle, PA

ENHANCED REGIONAL ECONOMIC DEVELOPMENT PARTNERSHIPS

- Lead the implementation of a proactive, regionally-focused economic development program of work engaging partners and investors across the region
- Work with public/private entities to impact the entire area's economic vitality and support the ongoing collaboration and problem solving among the numerous local and regionally focused organizational partners
- Serve as the central resource for information, data and referrals in support of prospects and regional partners throughout the region
- Dedicate economic development staff to the Ozarks Regional Economic Partnership



MARKETING

- Continue to attend trade shows and target growth-oriented trade show(s) to exhibit
- Execute regional and national advertising campaigns
- Continue to enhance the economic development website
- Continue image enhancement campaign locally, regionally and nationally

SPRINGFIELD EARNS TOP 10 RANKING ON ENTREPRENEUR MAGAZINE'S 2005 HOT CITIES LIST.

1	Auburn-Opelika, AL
2	Wilmington, NC
3	Lincoln, NE
4	Yuma, AZ
5	Green Bay, WI
6	Jonesboro, AR
7	Huntsville, AL
8	Laredo, TX
9	Richland-Kennewick-Pasco, WA
10	Springfield, MO

INTERNATIONAL BUSINESS DEVELOPMENT

- Formalize and implement an international business development program, with the mission of creating opportunities for regional employers, connecting them to business contacts and expert resources
- Position the Springfield region as a favorable location for foreign direct investment from emerging markets around the world
- Continue building on the relationships and contacts of Missouri State University and Drury University's international business program, as well as the Greater Ozarks International Trade Association

In a truly global marketplace, it is essential this region develops an environment that both supports and sustains the development of new ventures and the expansion of existing ones.

The Partnership for Prosperity II campaign is an initiative aimed at creating opportunities and building economic prosperity that will benefit everyone.

The measures of success of the SBDC program are clearly articulated. Workforce growth, per capita income growth and new capital investment are what make any community prosper. There's never been a more important time for business and institutions throughout southwest Missouri to join together in supporting this campaign.

Roger Howard, BNSF



DOWNTOWN DEVELOPMENT CORPORATION

Downtown Springfield is recognized as the “region’s downtown”. In order for the region to continue to grow and prosper, a focus on development and redevelopment opportunities in downtown Springfield should be an emphasis of the SBDC. In collaboration with private sector investors in the region, the SBDC shall explore the potential of establishing a downtown development corporation, as part of the SBDC, with the intent of attracting risk capital and private sector influence for real estate acquisitions in Springfield’s downtown district.

- Facilitate discussions with local, regional and national real estate brokers and developers relative to niche retail opportunities in downtown Springfield
- Identify existing retailers within the marketplace who would benefit from the establishment of a second location in the community, specifically downtown
- Identify target audience of potential Class A office tenants for establishment of downtown presence
- Collaborate with the City of Springfield and the Urban Districts Alliance in the development of financial incentives for targeted office tenants
- Concentrate on the specific office needs of Jordan Valley Innovation Center tenants as well as other potential office tenants in downtown Springfield



One of the highlights of our region's recent accomplishments is the effort to redevelop downtown Springfield.

That redevelopment process has been the focus of many community organizations for over 10 years now. As a result, the heart of our entire region is something all Springfield, Greene County, and southwest Missouri residents can be proud of and be a part of.

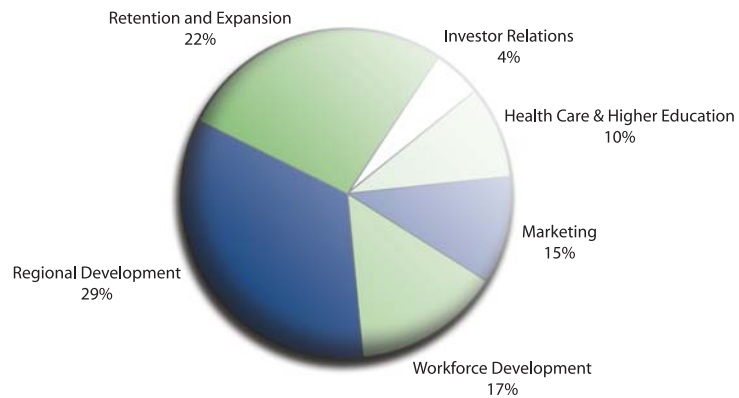
The Springfield Business & Development Corporation has played a key role in the revitalization and the Partnership for Prosperity II takes that involvement to the next level with special initiatives aimed at bringing the resources downtown needs to continue serving as our region's downtown.

Dave Coonrod, Greene County

PARTNERSHIP FOR PROSPERITY II ENHANCED BUDGET

	2003-2007	2008-2012
Regional Development	\$525,000	\$600,000
Retention & Expansion	\$400,000	\$600,000
Workforce Development	\$300,000	\$420,000
Health Care & Higher Education	\$175,000	\$310,000
Marketing	\$275,000	\$400,000
Investor Relations	\$ 75,000	\$120,000
International Business Development	-	\$250,000
Downtown Development	-	\$50,000
TOTAL	\$1.8 million	\$2.75 million

2003-2007



2008-2012



PARTNERSHIP FOR PROSPERITY II INVESTMENT LEVELS

The minimum investment level to be considered a member of the Springfield Business & Development Corporation is an annual commitment of \$2,500. Regardless of the amount of investment, every investor makes a significant and positive impact on the economic future of the region through their commitment and leadership. Additional annual levels of investment will provide additional recognition for those investing beyond the minimum level.

