

STEVEN L. PERKINS

Home/Office: 5600 S Jaren Lee Pl
Sioux Falls, SD 57108
Winter: 24415 S. Starcrest Drive
Sun Lakes, AZ 85248
E-mail: stevenlperkins@yahoo.com

Phone/Fax: (605) 332-2581

Phone/Fax: (480) 895-3403

Cell 507-920-3532

PERSONAL SUMMARY

A proactive, people oriented person with “hands on” experience and demonstrated accomplishments in all management facets of the private and public sectors. A goal driven tenacious volunteer for health care and charity that believes leaders must set the example for organizational and societal collaborative action.

EMPLOYMENT

Principal, Perkins Consulting, Sioux Falls SD. 2006 to present. Semi-Retired. Provide management, financial and strategic planning, executive search, economic development and other consulting services to business and governmental entities.

Secretary/Treasurer, New Horizon Farms LLP, Pipestone, MN. 1997 to 2006. Responsible for administrative/financial management for this swine production farrow-to-finish agri-business marketing over 600,000 hogs annually. \$80,000,000 in total sales and 65 full-time employees. Member of governing board.

- ◆ Coordinated and overseen complete restructuring and management change, buy-out of major partners.
- ◆ Increased profitability to become one of the best financially performing hog producers in the industry.
- ◆ Negotiated new agreements with genetics, boar stud, insurance services, and other key suppliers.
- ◆ Complete refinancing of Partnership debt to reduce overall cost and increase cash flow.
- ◆ Integrated financial, performance monitoring, and operating system software
- ◆ Negotiating renewal of long-term hog marketing agreement.
- ◆ Functions as personnel and human resources officer.

President/CEO, Ellison Meat Co., Pipestone, MN. 1997 to 2001. Chief Executive Officer responsible for all operations including P & L bottom line of this beef and pork portion control processing plant with \$31,000,000 in annual sales and 170 full-time employees. Member of corporate board along with four outside directors.

- ◆ \$800,000 plus P & L turn-around from significant losses to solid bottom line profit.
- ◆ Sales growth—50% in 4 years, 36% last two years, 17% last year.
- ◆ Developed marketing plan to increase sales and margins with branded pork line.
- ◆ Signed nationally recognized export agreement in Tokyo, November 1999 for owner raised pork.
- ◆ Reduced plant employee turnover from 200 percent to less than 50 percent.
- ◆ Overhauled personnel policies, started (first ever) management performance reviews with pay plan and profit sharing rewards. Reorganized employees into effective work teams
- ◆ Slashed workers compensation costs by developing a model safety program – no lost work days 900+, previous max 74.
- ◆ Implemented a strategic planning process with directors, key management and supervisors.
- ◆ Cut customer complaints from “too many to count” to an average 1.6 per month.
- ◆ Achieved ISO 9002 certification, 1 of 6 U.S. meat processors. A model USDA HACCP facility

City Administrator, City of Red Wing, MN. 1992 to 1997. Chief Executive Officer for the City Council. \$25 million budget. 190 full-time and 100+ part-time employees, with seven unions. Executive Secretary, Red Wing Port Authority, the City’s economic development and river port agency.

- ◆ In first year reduced general fund expenditures \$578,000; increased cash \$947,000. Overall increased all funds cash \$4.65 million and fund balance (equity) \$3.97 million.
- ◆ Led union relations and contract negotiation with a fairness and candor philosophy. Negotiated first ever “take- backs” in 48 years and with no material adverse union employee relations.
- ◆ Developed strategic planning process to address threatened future loss of \$500 million tax base. (Prairie Island Nuclear Power Plant).
- ◆ Successfully lobbied State Legislature to gain \$7+ million in new aid and development monies.

City Administrator, City of Luverne, MN. 1986 to 1992. Chief Administrative Officer for City. \$12.3 million budget. 40 full-time and 80+ part-time employees, with two unions. **General Manager, Luverne Municipal Utilities** (electric, water, sewer, refuse). \$3.5 million budget. 12 full-time employees.

- ◆ Totally reorganized City government to operate as a business.
- ◆ Led 3½ year State and Federal lobbying effort for new veterans' home adding \$3.4 million payroll.
- ◆ Increased cash reserves \$3 million in 4 years.
- ◆ Formulated and implemented "total quality service" for utilities, and long range capital plans for all major infrastructure.

Owner and Broker, Perkins Realty, Pipestone, MN. 1976-1986. Specialized in farm, residential, commercial sales, and property management. Largest firm in trade area.

Mayor, City of Pipestone, MN. 1977-1986 (4 terms). Longest serving and youngest Mayor in City history and when elected, the youngest in Minnesota.

- ◆ Completely modernized and restructured City government including hiring all major department heads and staff.
- ◆ Successfully applied for over nine Federal and State grants resulting in redevelopment of three neighborhoods, retention/creation of 500+ jobs, new parks and indoor recreation center construction, and other improvements.
- ◆ Water, sewer, street, and sidewalk projects alone exceeded \$5 million

AWARDS/ACHIEVEMENTS

- ◆ Minnesota Hospital Association "Trustee of the Year" (2007).
- ◆ Blandin Foundation Community Leadership Program and Advanced Leadership Academy alumnus.
- ◆ League of Minnesota Cities Leadership Award (1997) for outstanding service to Minnesota Cities.
- ◆ Certified Economic Development Finance Professional (EDFP) by National Development Council.

VOLUNTEER SERVICE (past and present)

- ◆ Chair, Luverne Community Hospital Board and Sanford Hospital Luverne Community Advisory Board. 152 employees, \$7.6 million budget. Led 2 year sale negotiations to regional system (Sanford Health, Sioux Falls, SD--their first purchase) for \$4.45 million cash. Helped lead a \$1.2 million volunteer financial drive to construct a new \$20 million Hospital and Medical Center.
- ◆ Minnesota Hospital Association, Director & Trustee Council Member. MHA PAC Committee Member.
- ◆ American Hospital Association, Chair, Committee on Governance. Member, Regional Policy Board 6.
- ◆ AHAPAC Steering Committee Member.
- ◆ President, Luverne Area Community Foundation, a local 501(c)(3) non-profit foundation.
- ◆ City of Luverne Airport Board Member.
- ◆ President, Mounds View Estates Townhome Association and Jaren Lee Place Homeowners Association.
- ◆ Southern Minnesota Area Health Education Center, Director.
- ◆ Formed and chaired national Nuclear Waste Coalition to get Congress to meet its waste commitments.
- ◆ Missouri River Energy Systems, Director. 331 MW of coal/gas generation, \$60 million annual sales.
- ◆ President, Southwest Minnesota EMS Corporation.
- ◆ President, New Life Treatment Center, Inc., a non-profit treatment center for chemical dependency.
- ◆ President-Elect, Minnesota Mayor's Association.
- ◆ President, Luverne Rotary Club. District 5610 GSE Committee, Member
- ◆ Leader in many state/national industry and local government organizations.
- ◆ Political Party Leader including service as a National Delegate (1972, 2012, 2020) & Alternate (1988, 2016), Congressional District Chair 1983-87 & 2009-2011, State Executive Committee 2011-12.

EDUCATION

- ◆ Macalester College, St. Paul, MN. B.A. Degree, in Business Administration/Economics and Political Science.
- ◆ Center for Intercultural Studies, Cuernavaca, Mexico.

PERSONAL

- ◆ Raised/educated in Pipestone, MN and Kissimmee FL.
- ◆ Instrument rated private pilot. Utilizes complex high performance aircraft for volunteer/business travel.
- ◆ Hobbies include volunteering, skiing, flying, antique cars, reading, and travel.