

The Community Growth Institute...

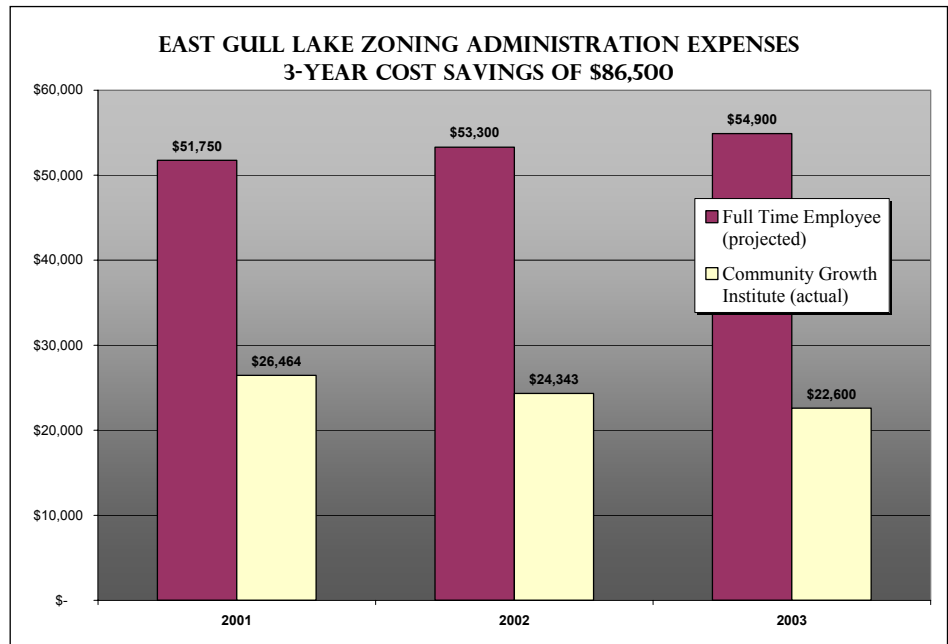
...a track-record of saving money for small communities.

CGI Community Profile:

East Gull Lake

In September 2000, the City of East Gull Lake advertised for a full-time zoning administrator expecting to pay an annual salary of \$45,000. Not satisfied with the pool of candidates, the city turned to the Community Growth Institute (CGI). In 2001, CGI saved East Gull Lake 54%¹ on planning and zoning administration over what they would have paid for a full time staff member. In the following two years, CGI staff decreased costs an additional 8% in 2002

and again in 2003, saving the city an estimated \$86,500 over three years. Although dramatic, these savings are similar to what other communities have experienced after switching to the Community Growth Institute.



How does the Community Growth Institute provide top-quality planning and zoning service at a cost less than adding full-time staff?

- We are planning professionals who specialize in rural solutions for rural areas.
- We communicate the important relationship between planning and zoning.
- We work with contractors and developers and we treat them fairly.
- We are flexible, yet we maintain consistent and predictable schedules.
- We are highly accessible through many methods of communication.
- We work as a team with city officials to avoid confusion and misunderstanding.
- We maintain a thorough internet presence providing information to property owners.
- Our clients only pay for the time we need to work for them – and we are efficient.

Learn how we can become an indispensable part of your team by logging on to www.communitygrowth.com.



¹ Projected expenses for the City of East Gull Lake assume a \$45,000 annual salary plus 15% of salary for benefits and employer taxes and a 3% annual inflation rate. Community Growth Institute expenses are actual except for 2003, which is estimated after nine months.