

# KCEDC 2010/2011 Accomplishments

## Partnerships for Growth

Worked with **Iowa Department of Economic Development** to research and identify financial assistance programs that aid businesses with start-ups and expansions. Funds are awarded from a variety of programs based on factors such as job creation, employee wage thresholds, company benefits and the impact of the project on the Iowa economy.

Executive Director served on the PDI Board of Directors for four years and served as the Past President of **Professional Developers of Iowa (PDI)**. PDI is a State Board.

Continued to work with **Mid Iowa Growth Partners**, a nine county regional organization. K/PACEDC Executive Director is Past President of this regional organization. Mid Iowa Growth Partnership (MIGP) has been giving back to the 9 counties through the Rural Innovative Grant (RIG Grant) by paying for the following documents for Kossuth and Palo Alto Counties: Kossuth County Laborshed Analysis; Palo Alto County Laborshed Analysis; MIGP 9 County Laborshed Analysis; Fringe Benefit Summary Report; Skill Shed Summary Report and Industry Specifics.

Worked with **Iowa Lakes Community College** to identify and promote business-training classes that will assist new and existing business.

Board of Directors facilitated the interaction between startup businesses and the **Iowa Small Business Development Center** of Spencer and the **NIACC Pappajohn Business Accelerator** office in Mason City.

Collaborated with **Corn Belt Power Cooperative, MidAmerican Energy, Alliant Energy, Iowa Lakes Electric Cooperative, Bancroft Municipal Utility, Whittemore Municipal Utilities, Humboldt County REC, and Algona Municipal Utilities** with sponsoring events through their partnership grant program.

Continue to market training workshops for the **Center for Industrial Research and Service (CIRAS)** to increase products and service sales for businesses.

## Annual Programs and Events

**Developed the only Intern Program in the State of Iowa.** The KCEDC Summer Intern program is designed to prevent "brain drain" by demonstrating to our young adults that there are careers available in the area. The program includes several business training seminars and an opportunity to network with area CEO's at an Intern/CEO Luncheon. The interns created "Project Hope" which gives comfort to children/teenagers who have been removed from their homes in Kossuth County by providing personal health care products.

Sponsored the **Annual County Wide Breakfast**. This event creates a networking opportunity for area business and industry leaders. The event also features a guest speaker that delivers timely and relevant information.

Facilitated **Ag Education Day**, which featured guest speakers from POET Project Liberty, Iowa Secretary of Agriculture, Bill Northey, Energy Solutions, ISU Agronomy Dept, Murphy-Brown, Iowa Dept. of Land Stewardship and Avello Bioenergy.

Continued to facilitate the **City Clerks** Quarterly Meetings, which provide educational speakers and a review of new programs that will affect communities in Kossuth and Palo Alto Counties.

KCEDC Executive Director participates in **"Sell Iowa Trips"** to market Kossuth and Palo Alto Counties to external audiences for the State of Iowa. Iowa Department of Economic Development sponsors these promotional trips along with the utility partners.

Maintained **Synchronist and Location One Information System statewide databases** for Kossuth and Palo Alto counties. These provide quick access to economic indicators, land and building availability, infrastructure, and demographic data for state and utility company economic development offices.

Worked with University of Northern Iowa to create the **Industry Economic Impact Analysis** which provides an insight into the impact a particular industry has on the local economy.

## Business and Industry Assistance



Assisted **Country Maid** with providing technical and partner information for financial assistance for their 40,000 square foot expansion project. 19 additional jobs being created along with retaining their current workforce.

The \$70,839 in excise tax that Green Plains Renewable Energy paid in 2010-2011 equates to a **contribution of \$38,947.15 to the North Kossuth School System**. To date Green Plains Renewable Energy has paid a total of \$242,120 in property tax, \$982,775 in excise tax on natural gas consumption, and \$36,568 in grain tax.

Working closely with **Clean Line Energy** as they explore the possibility of stretching a 500-mile, high-voltage, direct-current line across Iowa, possibly through Kossuth and Palo Alto Counties. which would spur new Iowa Turbines.

Assisted **Architectural Arts** with financial assistance programs through Iowa Department of Economic Development for tax benefits in creating 50 jobs in an Enterprise Zone.

Working with Next Era Energy Systems with potential **wind farms** being established throughout the county.

Assisted **Pioneer Research Labs** with identifying financial assistance for their 10,000 square foot expansion project. Total capital investment is \$1,350,000.

Worked with **North Iowa Area Council of Governments** and **NW Iowa Planning** to identify community and business grant opportunities for community development projects and business start-ups or expansion projects.

Worked with **USDA Rural Development** to identify grant programs for new start-up businesses.

Assisted with designating 601 acres under the Enterprise Zone for **Poet BioRefining** for future tax credits and incentives. First ever cellulose to ethanol commercial production facility; Projected costs are over \$200 million dollars.

Assisting **Protein Resources** with financial assistance programs through utility partners and Iowa Area Development Group for their potential expansion project.

Assisted **Woodford Equipment / Vermeer** with identifying an available building for their new business. Met with company reps and toured buildings and provided building information and specs. Also assisted with their grand opening.

Assisted both counties with **Enterprise Zone** land designations and projects.

Continually on call to meet with and **bring potential partners** to the table to assist new start-up companies or existing companies with expansion or workforce needs.

Created the **Industrial Park Booklets** and maps to market industrial parks in both Kossuth and Palo Alto Counties. Maps appear on our websites, trade magazines and are sent to site selectors.

Assisted **Bancroft CarGo, Bloom Floral, Meinders Dairy, The Chocolate Season and Bradley Jensen Photography** with loans through the Kossuth County Revolving Loan Fund program this past fiscal year.

Sponsored **High School Teacher Entrepreneurial Training Program**. Teachers certified in entrepreneurial training at the high school level can assist students with future business needs.

Sponsored **High School Business Tours**. The tours allow students to observe the business, learn what career opportunities are available, and what skills and education are required for employment.

## ***Our Work Never Stops!***

### **Continual Projects**

Established the **Kossuth County Revolving Loan Fund** and serve as the Administrator. The program has successfully loaned out over \$371,000 to businesses in Kossuth County.

Established the **Palo Alto County Revolving Loan Fund** for small business development loans.

**Submit proposals to site selectors for both Kossuth and Palo Alto Counties** communities to potential business prospects. Proposals contain aerial photos of buildings, land, labor statistics, transportation and local financial assistance.

**Websites** are continually updated with current information and statistics: **[www.kossuth-edc.com](http://www.kossuth-edc.com)** and **[www.paloaltoiowa.com](http://www.paloaltoiowa.com)**

Designated property under **Enterprise Zones in Kossuth and Palo Alto Counties**. Business locating or expanding in an established Enterprise Zone may be eligible to receive certain local and state tax incentives.

Maintained **GIS maps of Enterprise Zone** designations in Kossuth and Palo Alto Counties. These maps are located on the websites and are updated as land designations are approved.

Conducted statewide promotion of **Christmas Around Kossuth and Palo Alto County** for area retailers during the holiday shopping season.

Distributed **Visitor Guides** to all welcome centers in the State of Iowa and surrounding communities in both counties.

Assisted in the development stage of establishing the **Kossuth County Community Foundation**.

Sponsored **Business Succession Workshops** in Kossuth and Palo Alto Counties. Worked with Small Business Development Center to educate business owners on how to sustain their company after it has been passed on to new owners.

Continued to work through our different committees to promote Kossuth and Palo Alto Counties and their areas of emphasis. The committees are: **AG, Career-Intern, CEO, City Clerks, and Communications**.

The CEO Steering Committee continued to meet with businesses through **Business & Industry Call Visits** to identify any potential expansions, business growth, modernizing business operations, employment and marketing trends.

Published 2011 **Business Survey Findings**, which is data compiled from participating area businesses in Kossuth and Palo Alto Counties. The information obtained from the Business Survey questionnaire is an intricate part of business retention and expansion for Kossuth and Palo Alto Counties.

Published semi-annual **newsletter**.



***Your support makes this possible!***