

FILED MAR 06 1992

SENATE FILE 2313

BY COMMITTEE ON SMALL BUSINESS
AND ECONOMIC DEVELOPMENT

Chapter - 2 (p. 647)

(SUCCESSOR TO SSB 2233)

Passed Senate, Date _____ Passed House, Date _____

Vote: Ayes _____ Nays _____ Vote: Ayes _____ Nays _____

Approved _____

A BILL FOR

1 An Act relating to the Iowa economic development network by
2 eliminating the regional development centers and providing for
3 contracts to be entered into with each community college to
4 employ a business and industry outreach specialist.

5 BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF IOWA:

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ST 2313

1 Section 1. Section 15.302, Code 1991, is amended to read
2 as follows:

3 15.302 PURPOSE -- INTENT.

4 ~~1:~~ The ~~purpose~~ purposes of the Iowa economic development
5 network ~~is-to~~ are:

6 1. To create and stimulate economic opportunity through
7 planning and technical assistance and support to entrepreneurs
8 and existing business in the state.

9 ~~2. It-is-the-intent-of-the-general-assembly-to~~ To make
10 available and coordinate economic development services and
11 programs to assist individuals, businesses, and communities
12 through the Iowa economic development network.

13 3. To provide a regionally based business and industry
14 outreach program that will identify business and industry
15 needs that can be served by programs of the department.

16 4. To provide specific programs for new and existing
17 business and industry by:

18 a. Assuring that there is equal access statewide to a
19 basic set of programs and services to assist business and
20 industry.

21 b. Developing stronger working partnerships and better
22 coordination between statewide and regional service providers.

23 c. Offering a regionally based outreach opportunity for
24 existing business and industry.

25 d. Utilizing a statewide network for business assistance
26 to provide a mechanism for regular coordination statewide
27 among service providers and for promoting cooperative efforts
28 among business assistance service providers.

29 Sec. 2. Section 15.303, Code 1991, is amended to read as
30 follows:

31 15.303 ESTABLISHMENT OF IOWA ECONOMIC DEVELOPMENT NETWORK
32 -- DUTIES OF DIRECTOR.

33 1. The Iowa economic development network is established in
34 the department of economic development. The director of the
35 department of economic development is the executive director

1 of the Iowa economic development network.

2 2. The director shall do all of the following:

3 a. Establish a primary center for economic development
4 programs and services.

5 b. ~~Establish a statewide system of regional economic~~
6 ~~development centers.~~ Contract with each community college for
7 the employment of a business and industry outreach specialist
8 to be located within a business and industry center or a
9 business assistance center and who is to be part of a
10 statewide network for business assistance coordinated by the
11 department.

12 c. Establish regional coordinating councils to coordinate
13 the regional delivery of economic development programs and
14 services to businesses and ~~the operation of the regional~~
15 ~~economic development centers~~ to establish and adopt the policy
16 and work plan for the business and industry outreach
17 specialist.

18 d. Cooperate with the councils of governments, community
19 colleges, small business development centers, the center for
20 industrial research and service, the Iowa quality coalition,
21 other public and private service providers, and new and
22 existing businesses in the state to fulfill the purposes of
23 the Iowa economic development network and to avoid duplication
24 in the delivery of programs and services.

25 e. Adopt policies for the monitoring and enforcement of
26 contracts awarded to community colleges to carry out the
27 purposes of this program. The department may withhold the
28 disbursement of funds for failure to achieve milestones
29 established in the contracts.

30 Sec. 3. Section 15.304, Code 1991, is amended to read as
31 follows:

32 15.304 IOWA ECONOMIC DEVELOPMENT NETWORK -- DUTIES.

33 The Iowa economic development network shall do all of the
34 following:

35 1. Coordinate the delivery of economic development and

1 community development programs and services with other local,
2 regional, state, and federal programs and activities.

3 2. Provide leadership and support in the development and
4 implementation of statewide, regional, and local economic and
5 community development planning efforts.

6 3. Provide information and data to Iowa businesses,
7 communities, and individuals through a central registry.

8 4. Provide coordination, assistance, and support for the
9 operation of ~~regional-economic-development-centers,~~ and
10 regional coordinating councils and for the regionally based
11 business and industry outreach program.

12 ~~5.--Establish, in coordination with the Iowa economic~~
13 ~~development training program, a professional development~~
14 ~~training and education curriculum that will implement a~~
15 ~~certification program for administrators and employees of the~~
16 ~~regional-economic-development-centers and which would be~~
17 ~~available to the administrators and employees of the~~
18 ~~department and other interested persons.~~

19 Sec. 4. Section 15.305, Code 1991, is amended to read as
20 follows:

21 15.305 REGIONAL COORDINATING COUNCILS -- DUTIES.

22 1. For purposes of the Iowa economic development network,
23 the state is divided into fifteen regions. The boundaries of
24 the regions are contiguous to the boundaries established for
25 the merged-areas community colleges under chapter 280A.

26 However, for purposes of the Iowa economic development network
27 all businesses within a county shall be served by the
28 community college that serves the county seat. Each region
29 shall establish a regional coordinating council.

30 ~~2.--The director of the department of economic development~~
31 ~~shall contract with each regional coordinating council to~~
32 ~~provide economic development programs and services to~~
33 ~~businesses in the area.--The contract shall include but is not~~
34 ~~limited to the following:~~

35 a.--Establishment and operation of a regional economic

1 development-center-within-each-region:--The-department-may
2 authorize-and-provide-supplemental-funding-for-a-subcenter-of
3 the-regional-economic-development-center-within-the-merged
4 area-upon-application-by-the-regional-coordinating-council:--A
5 subcenter-shall-be-based-upon-demographic-and-geographic
6 considerations-that-are-adopted-by-the-department:

7 b:--Employment-of-an-administrator-and-other-personnel-to
8 operate-the-regional-economic-development-center:--The
9 contract-shall-include-responsibilities-and-duties-of-the
10 administrator-and-other-personnel;--wage-and-benefit
11 provisions;--and-performance-measures-related-to-the-operation
12 of-the-regional-economic-development-center:

13 c:--An-annual-budget-for-the-operation-of-the-regional
14 economic-development-center-including-a-provision-to-transfer
15 funds-from-the-department-to-the-regional-coordinating-council
16 or-its-designee;--as-agreed-upon-by-the-regional-coordinating
17 council-and-the-director:--The-budget-shall-reflect-the-work
18 plan-of-the-regional-coordinating-council-and-the-regional
19 economic-development-center-to-implement-the-intent-and
20 purposes-of-the-Iowa-economic-development-network:

21 d:--Authorization-for-a-regional-coordinating-council-to
22 enter-into-agreements-to-obtain-necessary-facilities-or-other
23 support-services-for-the-regional-economic-development-center:

24 3 2. Membership of the regional coordinating council shall
25 consist of at least twelve members who shall be representative
26 of education, government, business and industry, labor,
27 professional developers, and service organizations in the
28 merged area. Private sector representation shall comprise at
29 least one-half of the membership and shall include at least
30 one member who is a professional developer in the region.

31 Service providers serving a substantial portion of the merged
32 area may have a representative on the regional coordinating
33 council. The appointment and terms of office of the members
34 shall be governed by bylaws adopted by each regional
35 coordinating council.

1 4 3. A director, officer, employee, member, trustee, or
2 volunteer, of a regional coordinating council is not liable
3 for the debts or obligations of the regional coordinating
4 council and a director, officer, employee, member, trustee, or
5 volunteer is not personally liable for a claim based upon an
6 act or omission of the person performed in the discharge of
7 the person's duties, except for acts or omissions which
8 involve intentional misconduct or known violation of the law,
9 or for a transaction from which the person derives an improper
10 personal benefit.

11 5 4. The regional coordinating councils shall do all of
12 the following:

13 a. Adopt a multiyear regional business assistance work
14 plan to implement the purposes of the Iowa economic
15 development network and guide the operation of the regional
16 economic-development-center business and industry outreach
17 specialist in the delivery of programs and services to
18 businesses in the region and provide annual updates. The work
19 plan may include other activities specifically designed to
20 meet the needs of businesses in the region. The regional
21 coordinating council ~~may~~ shall consult with service providers
22 within the region in the preparation and adoption of the work
23 plan and may contract with one or more service providers in
24 its preparation. The work plan shall be submitted to the
25 department and to the president of the community college or
26 the president's designee for review and comment before the
27 adoption of the work plan by the regional coordinating
28 council. Before the release of any state funds by the
29 department to the community college for operation of a
30 regional economic-development-center business and industry
31 outreach program, the work plan shall be approved by the
32 department.

33 b. ~~Establish-and-operate-a-regional-economic-development~~
34 center Evaluate and monitor the operation of the regional
35 business and industry outreach program to implement the goals

1 and objectives established in the work plan ~~and~~ to deliver
2 economic development programs and services to businesses in
3 the region. The regional coordinating council shall report at
4 least quarterly to the president of the community college or
5 the president's designee and to the department of economic
6 development on the operation of the program. The department
7 shall review and consider the report prior to disbursing funds
8 to the community college.

9 c. Cooperate with the department to promote local,
10 regional, and statewide service delivery systems, to
11 coordinate the delivery of economic development programs and
12 services to businesses in the region, and to participate in
13 the Iowa economic development network. The regional
14 coordinating council may recommend to the department of
15 economic development plans to better coordinate the delivery
16 of services in the region and to avoid duplication of
17 services.

18 d. Elect annually a representative to serve on the
19 advisory council established by the department to provide
20 input on the review and update of the state's economic
21 development strategic plan.

22 e. Conduct an annual inventory of business assistance
23 service providers to businesses within the region and provide
24 ~~a-matrix-of~~ information about available technical services to
25 the department.

26 f. Meet at least quarterly with the board of directors or
27 their designees of the community college, any councils of
28 governments serving a substantial portion of the region, and
29 representatives of any small business development center,
30 incubator, ~~representatives-of-any~~ area quality council,
31 professional developers in the region, and the center for
32 industrial research and service serving the region to share
33 information, develop plans and programs, and coordinate the
34 delivery of services within the region.

35 Sec. 5. Section 15.306, Code 1991, is amended to read as

1 follows:

2 15.306 PRIMARY CENTER FOR ECONOMIC DEVELOPMENT PROGRAMS
3 AND SERVICES.

4 A primary center for economic development programs and
5 services is established in the department of economic
6 development. The primary center shall do all of the
7 following:

8 1. Implement a comprehensive statewide economic
9 development planning process and provide leadership,
10 coordination, and support to regional and local economic and
11 community development planning efforts.

12 2. Implement the activities of the Iowa economic
13 development network and coordinate the delivery of economic
14 development and community development programs and services
15 with other local, regional, state, and federal programs and
16 activities.

17 3. Coordinate planning efforts of the regional
18 coordinating councils in the preparation of annual regional
19 business assistance work plans and provide technical
20 assistance and support to the regional-economic-development
21 centers regionally based business and industry outreach
22 program.

23 4. Collect and analyze information and data, develop
24 databases, and perform research to keep abreast of Iowa's
25 present economic base, changing market demands, and emerging
26 trends including identification of targeted markets and
27 development of marketing strategies.

28 5. Establish a database of products and services available
29 from Iowa businesses to provide businesses with a source for
30 locating buyers for or suppliers of their products and
31 services and ~~utilize the database to provide a noncommissioned~~
32 brokerage service for facilitating provide access to databases
33 to facilitate sales and trade by Iowa businesses.

34 6. Establish a database of community and economic
35 information to aid local, regional, and statewide community

1 development and economic development planning and service
2 delivery efforts.

3 Sec. 6. Section 15.307, Code 1991, is amended to read as
4 follows:

5 15.307 REGIONAL-ECONOMIC-DEVELOPMENT-CENTERS REGIONALLY
6 BASED BUSINESS AND INDUSTRY OUTREACH PROGRAM.

7 1. A regional-economic-development-center shall create and
8 stimulate economic development by assisting and supporting
9 entrepreneurs and businesses in the region. The director of
10 the department of economic development shall contract with
11 each community college for employment of a business and
12 industry outreach specialist within a business and industry
13 center or a business assistance center to work with existing
14 business and industry within the region to determine company
15 needs and provide access or referral to services, or if
16 services are not readily accessible within the region, to
17 coordinate with other service providers to determine how
18 services should be accessed or provided. The contract shall
19 include but is not limited to the following:

20 a. Procedures for development and adoption of a regional
21 work plan by the regional coordinating council to be
22 implemented by the community college to guide the activities
23 of the business and industry outreach specialist.

24 b. Criteria for employment and evaluation of the business
25 and industry outreach specialist to implement the provisions
26 of the Iowa economic development network in the region. The
27 contract shall include responsibilities and duties of the
28 specialist and other personnel, wage and benefit provisions,
29 and performance measures related to carrying out the
30 provisions of the contract.

31 c. An annual budget for operation of the program and
32 activities agreed to in the contract including provisions
33 related to the transfer of funds to the community college or
34 its designee, as agreed upon by the president of the community
35 college and the director. The budget shall reflect the work

1 plan of the regional coordinating council to implement the
2 intent and purposes of the contract.

3 d. Performance measures for quarterly and annual
4 evaluation of the program and activities agreed to in the
5 contract.

6 2. A-regional-economic-development-center The duties of
7 the business and industry outreach specialist shall include
8 the activities listed in this section and may include other
9 programs and activities agreed to in the contract. The
10 business and industry outreach specialist shall do all of the
11 following:

12 a. Provide outreach and visitation to entrepreneurs and
13 businesses and-function, including data collection for the
14 business database, needs identification, and information
15 delivery.

16 b. Function as a clearinghouse and referral center for
17 information on business assistance programs and services. The
18 regional-economic-development-center business and industry
19 outreach specialist shall serve as a liaison between
20 businesses in the region and-the-Wallace-technology-transfer
21 foundation-of-Iowa,-the-INTERNET-foundation, the department,
22 and other business assistance service providers for-the
23 purpose-of-fostering-science-and-technology-transfer-and
24 international-trade-opportunities. The specialist shall
25 provide follow-up on referrals.

26 b.--Develop-a-support-network-to-create-and-promote
27 entrepreneurship,-business-retention,-business-development,-
28 and-business-expansion-within-the-region-

29 c. Maintain ongoing communication with other business
30 assistance service providers in the region and coordinate the
31 delivery of programs and services between the service
32 providers and businesses. The specialist shall cooperate with
33 other service providers in the region and statewide to be part
34 of a statewide network established by the department to create
35 and promote entrepreneurship, business retention, business

1 development, and business expansion.

2 d. Assist the regional coordinating council in preparing
3 and implementing the annual regional business assistance work
4 plan and inventory of business assistance service providers.

5 e. Provide the regional link for the database and
6 information systems of the Iowa economic development network
7 and the primary center. In providing the regional link, the
8 ~~regional-economic-development-center~~ specialist shall do all
9 of the following:

10 (1) Implement and utilize the department's domestic and
11 international trade lead programs to facilitate trade
12 opportunities for businesses in the region, including updating
13 information for the catalog of products and services,
14 maintaining and updating business profiles, and providing
15 trade lead data.

16 (2) Provide information and referral to individuals and
17 businesses about available programs and services.

18 ~~(3)--Cooperate-with-service-providers-and-the-primary~~
19 ~~center-in-the-development-and-maintenance-of-a-statewide~~
20 ~~community-database.~~

21 (4 3) Provide other information and data concerning
22 businesses in the region to the primary center or other
23 sources.

24 f. Perform other related duties and responsibilities
25 ~~assigned-to-the-regional-economic-development-center~~ as agreed
26 upon in the contract ~~entered-into-between-the-department-and~~
27 ~~the-regional-coordinating-council.~~

28 EXPLANATION

29 The bill eliminates the regional economic development
30 centers and replaces them with a regionally based business and
31 industry outreach program under which the director of the
32 department of economic development will contract with each
33 community college to employ a business and industry outreach
34 specialist who will be responsible for implementing the Iowa
35 economic development network in the area.

Running, et al
Riordan
Kibbie
Pate
VanDeHoeft

SSB 2233
Small Business/Economic
New DEVELOPMENT
SENATE/HOUSE FILE 2313
BY (PROPOSED DEPARTMENT OF
ECONOMIC DEVELOPMENT BILL)

Passed Senate, Date _____ Passed House, Date _____
Vote: Ayes _____ Nays _____ Vote: Ayes _____ Nays _____
Approved _____

A BILL FOR

1 An Act relating to the Iowa economic development network by
2 eliminating the regional development centers and providing for
3 contracts to be entered into with each community college to
4 employ a business and industry outreach specialist.

5 BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF IOWA:

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1 Section 1. Section 15.302, Code 1991, is amended to read
2 as follows:

3 15.302 PURPOSE -- INTENT.

4 ~~1-~~ The ~~purpose~~ purposes of the Iowa economic development
5 network ~~is-to~~ are:

6 1. To create and stimulate economic opportunity through
7 planning and technical assistance and support to entrepreneurs
8 and existing business in the state.

9 ~~2. It-is-the-intent-of-the-general-assembly-to~~ To make
10 available and coordinate economic development services and
11 programs to assist individuals, businesses, and communities
12 through the Iowa economic development network.

13 3. To provide a regionally based business and industry
14 outreach program that will identify business and industry
15 needs that can be served by programs of the department.

16 4. To provide specific programs for new and existing
17 business and industry by:

18 a. Assuring that there is equal access statewide to a
19 basic set of programs and services to assist business and
20 industry.

21 b. Developing stronger working partnerships and better
22 coordination between statewide and regional service providers.

23 c. Offering a regionally based outreach opportunity for
24 existing business and industry.

25 d. Utilizing a statewide network for business assistance
26 to provide a mechanism for regular coordination statewide
27 among service providers and for promoting cooperative efforts
28 among business assistance service providers.

29 Sec. 2. Section 15.303, Code 1991, is amended to read as
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31 15.303 ESTABLISHMENT OF IOWA ECONOMIC DEVELOPMENT NETWORK
32 -- DUTIES OF DIRECTOR.

33 1. The Iowa economic development network is established in
34 the department of economic development. The director of the
35 department of economic development is the executive director

2233

1 of the Iowa economic development network.

2 2. The director shall do all of the following:

3 a. Establish a primary center for economic development
4 programs and services.

5 b. ~~Establish a statewide system of regional economic~~
6 ~~development centers.~~ Contract with each community college for
7 the employment of a business and industry outreach specialist
8 to be located within a business and industry center or a
9 business assistance center and who is to be part of a
10 statewide network for business assistance coordinated by the
11 department.

12 c. Establish regional coordinating councils to coordinate
13 the regional delivery of economic development programs and
14 services to businesses and ~~the operation of the regional~~
15 ~~economic development centers~~ to establish and adopt the policy
16 and work plan for the business and industry outreach
17 specialist.

18 d. Cooperate with the councils of governments, community
19 colleges, small business development centers, the center for
20 industrial research and service, the Iowa quality coalition,
21 other public and private service providers, and new and
22 existing businesses in the state to fulfill the purposes of
23 the Iowa economic development network and to avoid duplication
24 in the delivery of programs and services.

25 e. Adopt policies for the monitoring and enforcement of
26 contracts awarded to community colleges to carry out the
27 purposes of this program. The department may withhold the
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4 implementation of statewide, regional, and local economic and
5 community development planning efforts.

6 3. Provide information and data to Iowa businesses,
7 communities, and individuals through a central registry.

8 4. Provide coordination, assistance, and support for the
9 operation of ~~regional-economic-development-centers,~~ and
10 regional coordinating councils and for the regionally based
11 business and industry outreach program.

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19 Sec. 4. Section 15.305, Code 1991, is amended to read as
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23 the state is divided into fifteen regions. The boundaries of
24 the regions are contiguous to the boundaries established for
25 the merged-areas community colleges under chapter 280A.
26 However, for purposes of the Iowa economic development network
27 all businesses within a county shall be served by the
28 community college that serves the county seat. Each region
29 shall establish a regional coordinating council.

30 ~~2.--The-director-of-the-department-of-economic-development~~
31 ~~shall-contract-with-each-regional-coordinating-council-to~~
32 ~~provide-economic-development-programs-and-services-to~~
33 ~~businesses-in-the-area.--The-contract-shall-include-but-is-not~~
34 ~~limited-to-the-following:~~

35 a.--Establishment-and-operation-of-a-regional-economic

1 development-center-within-each-region.--The-department-may
2 authorize-and-provide-supplemental-funding-for-a-subcenter-of
3 the-regional-economic-development-center-within-the-merged
4 area-upon-application-by-the-regional-coordinating-council.--A
5 subcenter-shall-be-based-upon-demographic-and-geographic
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8 operate-the-regional-economic-development-center.--The
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10 administrator-and-other-personnel, wage-and-benefit
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13 c.--An-annual-budget-for-the-operation-of-the-regional
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18 plan-of-the-regional-coordinating-council-and-the-regional
19 economic-development-center-to-implement-the-intent-and
20 purposes-of-the-Iowa-economic-development-network-

21 d.--Authorization-for-a-regional-coordinating-council-to
22 enter-into-agreements-to-obtain-necessary-facilities-or-other
23 support-services-for-the-regional-economic-development-center-

24 3 2. Membership of the regional coordinating council shall
25 consist of at least twelve members who shall be representative
26 of education, government, business and industry, labor,
27 professional developers, and service organizations in the
28 merged area. Private sector representation shall comprise at
29 least one-half of the membership and shall include at least
30 one member who is a professional developer in the region.
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12 the following:

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14 plan to implement the purposes of the Iowa economic
15 development network and guide the operation of the regional
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17 specialist in the delivery of programs and services to
18 businesses in the region and provide annual updates. The work
19 plan may include other activities specifically designed to
20 meet the needs of businesses in the region. The regional
21 coordinating council may shall consult with service providers
22 within the region in the preparation and adoption of the work
23 plan and may contract with one or more service providers in
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35 business and industry outreach program to implement the goals

1 and objectives established in the work plan and to deliver
2 economic development programs and services to businesses in
3 the region. The regional coordinating council shall report at
4 least quarterly to the president of the community college or
5 the president's designee and to the department of economic
6 development on the operation of the program. The department
7 shall review and consider the report prior to disbursing funds
8 to the community college.

9 c. Cooperate with the department to promote local,
10 regional, and statewide service delivery systems, to
11 coordinate the delivery of economic development programs and
12 services to businesses in the region, and to participate in
13 the Iowa economic development network. The regional
14 coordinating council may recommend to the department of
15 economic development plans to better coordinate the delivery
16 of services in the region and to avoid duplication of
17 services.

18 d. Elect annually a representative to serve on the
19 advisory council established by the department to provide
20 input on the review and update of the state's economic
21 development strategic plan.

22 e. Conduct an annual inventory of business assistance
23 service providers to businesses within the region and provide
24 ~~a-matrix-of~~ information about available technical services to
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27 their designees of the community college, any councils of
28 governments serving a substantial portion of the region, and
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30 incubator, ~~representatives-of-any~~ area quality council,
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32 industrial research and service serving the region to share
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34 delivery of services within the region.

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7 following:

8 1. Implement a comprehensive statewide economic
9 development planning process and provide leadership,
10 coordination, and support to regional and local economic and
11 community development planning efforts.

12 2. Implement the activities of the Iowa economic
13 development network and coordinate the delivery of economic
14 development and community development programs and services
15 with other local, regional, state, and federal programs and
16 activities.

17 3. Coordinate planning efforts of the regional
18 coordinating councils in the preparation of annual regional
19 business assistance work plans and provide technical
20 assistance and support to the ~~regional-economic-development~~
21 centers regionally based business and industry outreach
22 program.

23 4. Collect and analyze information and data, develop
24 databases, and perform research to keep abreast of Iowa's
25 present economic base, changing market demands, and emerging
26 trends including identification of targeted markets and
27 development of marketing strategies.

28 5. Establish a database of products and services available
29 from Iowa businesses to provide businesses with a source for
30 locating buyers for or suppliers of their products and
31 services and ~~utilize-the-database-to-provide-a-noncommissioned~~
32 brokerage-service-for-facilitating provide access to databases
33 to facilitate sales and trade by Iowa businesses.

34 6. Establish a database of community and economic
35 information to aid local, regional, and statewide community

1 development and economic development planning and service
2 delivery efforts.

3 Sec. 6. Section 15.307, Code 1991, is amended to read as
4 follows:

5 15.307 ~~REGIONAL-ECONOMIC-DEVELOPMENT-CENTERS~~ REGIONALLY
6 BASED BUSINESS AND INDUSTRY OUTREACH PROGRAM.

7 ~~1. A regional-economic-development-center-shall-create-and~~
8 ~~stimulate-economic-development-by-assisting-and-supporting~~
9 ~~entrepreneurs-and-businesses-in-the-region.~~ The director of
10 the department of economic development shall contract with
11 each community college for employment of a business and
12 industry outreach specialist within a business and industry
13 center or a business assistance center to work with existing
14 business and industry within the region to determine company
15 needs and provide access or referral to services, or if
16 services are not readily accessible within the region, to
17 coordinate with other service providers to determine how
18 services should be accessed or provided. The contract shall
19 include but is not limited to the following:

20 a. Procedures for development and adoption of a regional
21 work plan by the regional coordinating council to be
22 implemented by the community college to guide the activities
23 of the business and industry outreach specialist.

24 b. Criteria for employment and evaluation of the business
25 and industry outreach specialist to implement the provisions
26 of the Iowa economic development network in the region. The
27 contract shall include responsibilities and duties of the
28 specialist and other personnel, wage and benefit provisions,
29 and performance measures related to carrying out the
30 provisions of the contract.

31 c. An annual budget for operation of the program and
32 activities agreed to in the contract including provisions
33 related to the transfer of funds to the community college or
34 its designee, as agreed upon by the president of the community
35 college and the director. The budget shall reflect the work

1 plan of the regional coordinating council to implement the
2 intent and purposes of the contract.

3 d. Performance measures for quarterly and annual
4 evaluation of the program and activities agreed to in the
5 contract.

6 2. A-regional-economic-development-center The duties of
7 the business and industry outreach specialist shall include
8 the activities listed in this section and may include other
9 programs and activities agreed to in the contract. The
10 business and industry outreach specialist shall do all of the
11 following:

12 a. Provide outreach and visitation to entrepreneurs and
13 businesses and-function, including data collection for the
14 business database, needs identification, and information
15 delivery.

16 b. Function as a clearinghouse and referral center for
17 information on business assistance programs and services. The
18 regional-economic-development-center business and industry
19 outreach specialist shall serve as a liaison between
20 businesses in the region and-the-Wallace-technology-transfer
21 foundation-of-Iowa,-the-INTERNET-foundation, the department,
22 and other business assistance service providers for-the
23 purpose-of-fostering-science-and-technology-transfer-and
24 international-trade-opportunities. The specialist shall
25 provide follow-up on referrals.

26 b7--Develop-a-support-network-to-create-and-promote
27 entrepreneurship,-business-retention,-business-development,-
28 and-business-expansion-within-the-region-

29 c. Maintain ongoing communication with other business
30 assistance service providers in the region and coordinate the
31 delivery of programs and services between the service
32 providers and businesses. The specialist shall cooperate with
33 other service providers in the region and statewide to be part
34 of a statewide network established by the department to create
35 and promote entrepreneurship, business retention, business

1 development, and business expansion.

2 d. Assist the regional coordinating council in preparing
3 and implementing the annual regional business assistance work
4 plan and inventory of business assistance service providers.

5 e. Provide the regional link for the database and
6 information systems of the Iowa economic development network
7 and the primary center. In providing the regional link, the
8 ~~regional-economic-development-center~~ specialist shall do all
9 of the following:

10 (1) Implement and utilize the department's domestic and
11 international trade lead programs to facilitate trade
12 opportunities for businesses in the region, including updating
13 information for the catalog of products and services,
14 maintaining and updating business profiles, and providing
15 trade lead data.

16 (2) Provide information and referral to individuals and
17 businesses about available programs and services.

18 ~~(3) -- Cooperate with service providers and the primary
19 center in the development and maintenance of a statewide
20 community database.~~

21 (4 3) Provide other information and data concerning
22 businesses in the region to the primary center or other
23 sources.

24 f. Perform other related duties and responsibilities
25 ~~assigned to the regional-economic-development-center~~ as agreed
26 upon in the contract ~~entered into between the department and~~
27 ~~the regional-coordinating-council.~~

28 EXPLANATION

29 The bill eliminates the regional economic development
30 centers and replaces them with a regionally based business and
31 industry outreach program under which the director of the
32 department of economic development will contract with each
33 community college to employ a business and industry outreach
34 specialist who will be responsible for implementing the Iowa
35 economic development network in the area.

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BACKGROUND STATEMENT
SUBMITTED BY THE AGENCY

The department of economic development has been working in conjunction with a variety of service providers to develop a service delivery system that will assure that there is equal access statewide to a basic set of programs and services to assist business and industry and that, where practical, duplication is avoided. This proposal focuses on providing the department, other service providers, and customers with a uniform statewide outreach effort with services concentrating on business outreach and visitation; marketing of available services and providing a referral system for existing business and industry; data delivery system for the Iowa business bulletin board and the by-product and waste search service; coordination of business assistance services; assuring regional access to all department of economic development programs and support; and, providing follow-up on referrals. The proposal also restructures the operation of the regional economic development centers by contracting with each community college to provide that the specific set of services would be available statewide and delivered regionally. A revised role is authorized for the regional coordinating councils.