



UNI Economic Development 2019 Update

Randy Pilkington - Business & Community Services
Jerry Theil - Metal Casting Center
February 5, 2019



**Business &
CommUNITY
Services**

University of Northern Iowa



By The Numbers - 2018

3,370

clients
served

3,240

students engaged

216

faculty and staff
Involved in delivery

Each **\$1** provided
by the state is
leveraged with **\$5**
in private grants,
fees or federal
funding

For the **19th**
consecutive year, BCS
has served clients in all
99 Iowa counties



12 BCS Programs

Areas of Focus:

- Entrepreneurship / Small Business
- Community and Economic Development
- Market Research
- Environmental Research / Sustainability
- Metal Casting / Additive Manufacturing



Investment Casting

- Bring additive manufacturing for investment casting technology to local and regional manufacturing
- Integrate additive manufacturing into high-accuracy investment castings
- Advance the technology through applied research and demonstration



MCC AM Update

- Space Expansion
- Equipment
 - Mold milling
 - Stereo lithographic
 - Wax printer
 - MPPS
- Staffing
 - 2 Research associates





Manufacturing Direction

- Additive Manufacturing
- Advanced Technology
 - Software
 - Automation
 - New Materials
- U.S. Military

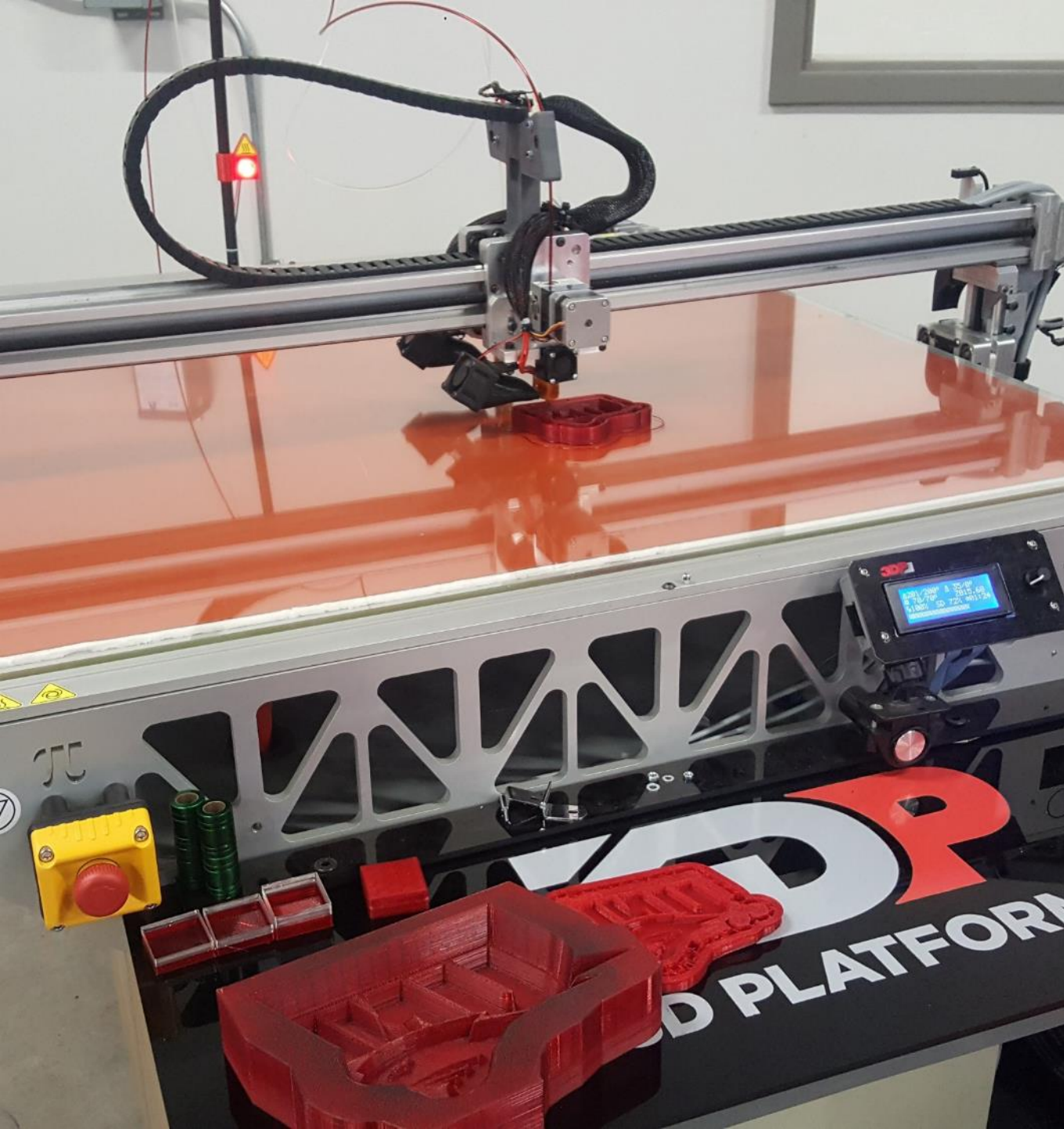


Promotion

- 800 visitors
- 8 web-based workshops with 200+ participants
- 2 summer camps
- 6 Community projects
- Social media presence
- 20 Presentations - national and international conf.
- Dept. of Defense

Partnerships





Impact

- 28 student employees
- Internship program with other universities
- Cost reduction of aggregates by 80%
- New additive manufacturing equipment – concentration in Iowa
- \$800,000 in industry revenue – only 5-10% of final product value

Business Growth and Innovation

- IASourceLink.com - Partnership with IEDA
- Business Concierge – Market Intelligence Centered Referral Resource
- Targeted Business Webinars
- Clients:
 - New & Early-Stage Entrepreneurs
 - Those Looking to do Business in Iowa
 - Limited Access to Resources
- Impact:
 - 373 Resource Partners
 - 189,000 Unique Users
 - 5,787 Business Concierge Requests
 - 11,349 Webinar Attendees



Business Growth and Innovation

- Advance Iowa
 - Focus on Stage II – Small/Medium Enterprises (*The Forgotten Businesses*)
 - Serves All Industry Sectors
 - Family & Rural Businesses
- Services
 - Strategic Planning
 - Peer Groups
 - Exit (*Succession*) Planning
 - Family Business Forums
 - Next Gen Leadership Development





Business Growth and Innovation

Exit Planning Services

Why it Matters

- 66% of Firms with 1+ employee are owned by a Baby Boomer
- 1 of every 3 Iowa business owners plan to exit their business by 2023
- **75% of business owners have done little in terms of exit planning**

Impact to Iowa

- Creates the Next Generation of Entrepreneurs
- Retain and Increase Jobs
- Rural Community Preserves Economic Vitality
- Increases Wealth - Retirement \$

Business Growth and Innovation

Family Business Services

Why it Matters

- Family Businesses account for 78 percent of all new jobs
- Family Business leaders focus on the next generation, NOT the next quarter.
- Less than 4% of Family Businesses survive to the 3rd Generation

Impact to Iowa

- Retain Iowa Ownership and Decision Making
- Vital to economic and social fabric of Rural Iowa communities
- Develops Next Generation of Iowa Leaders



Advance Iowa Impact

- 466 Client engagements
- 68 Counties served
- 348 New jobs created
- 85 New products &/or services introduced
- Works with clients from 10 – 3,200 employees
- All Industry sectors served
- Battelle support

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WATERLOO

Advance Iowa Testimonials



Emily Schmitt

SUKUP MANUFACTURING

I appreciate UNI FBF serving as a centralized, independent resource whose focus is family businesses. It acknowledges that a family business has a distinctive perspective, and it's so valuable to have a forum to share best practices and solutions with others who share that perspective.



Jeff Koch

KOCH CONSTRUCTION

The opportunity to work with Advance Iowa has been tremendous. Any type of business can benefit from the information and resources we have been able to utilize. There is no one else that has provided the depth and detail that we have received and will need for a successful transition.



Molly Varangkounh

HY-CAPACITY

Family businesses are important to Iowa because most employees work for a family business in Iowa and the U.S.. The family culture is weaved into the workplace and communities around the state. This makes our state stronger, especially the rural areas of the state that really depend on family businesses.



Entrepreneurship & Incubation

- 80+ Overall Graduates into Regional Economy
- 52 Student Business Owners Assisted in 2018
- 14 New Companies in Incubators
- Partnership with Red Cedar



UNI / Cedar Falls Schools CAPS Partnership

- Center for Advanced Professional Studies
- Business Communications & Design Strand
- 15 junior and senior students each semester
- New Venture: Old People Brand

Local & Regional Development

- Over 800 communities and organizations served
- Organizational and community planning
- Workforce – IWD, Future Ready Iowa





Local & Regional Development

- Business Retention & Expansion
 - BEST of Iowa Statewide Analysis
- EDA University Center
 - Regional Entrepreneurship Project
 - 273.5 Jobs, 65 New or Expanded
 - ASSCU National Award
 - \$9,083,328 in private investment
- Business Retention & Expansion through Innovation
 - Pilot Project for BRE&I



Partnerships



UNIVERSITY
ECONOMIC
DEVELOPMENT
ASSOCIATION



Iowa Association of
Business and Industry



IN
BIA



U.S. Small Business
Administration



EPA



Heartland
Economic Development Course



IOWA
BUSINESS
COUNCIL



PDI
Professional Developers of Iowa



innovation
IOWA



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL
The Power of Knowledge and Leadership



AMERICA'S
SBDC



IADG
Iowa Area Development Group



DNR



NFIB



IOWA
innovation
IOWA INNOVATION CORPORATION



E·D·I



Alliant
Energy



MidAmerican
ENERGY



USDA



REDCEDAR



IOWA STATE
UNIVERSITY



THE UNIVERSITY
OF IOWA



TAI THE
TECHNOLOGY
ASSOCIATION OF IOWA



IOWA
WORKFORCE
DEVELOPMENT



A Good Investment for Iowa

- Leverage Public Investment
- Statewide Coverage
- Small and Medium Businesses
- Innovations
- Linking with Local & Regional Developments