



# UNI Economic Development 2020 Update

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## By The Numbers - 2019

**3,362** clients served

**3,430** students engaged

**161** faculty and staff involved in delivery

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

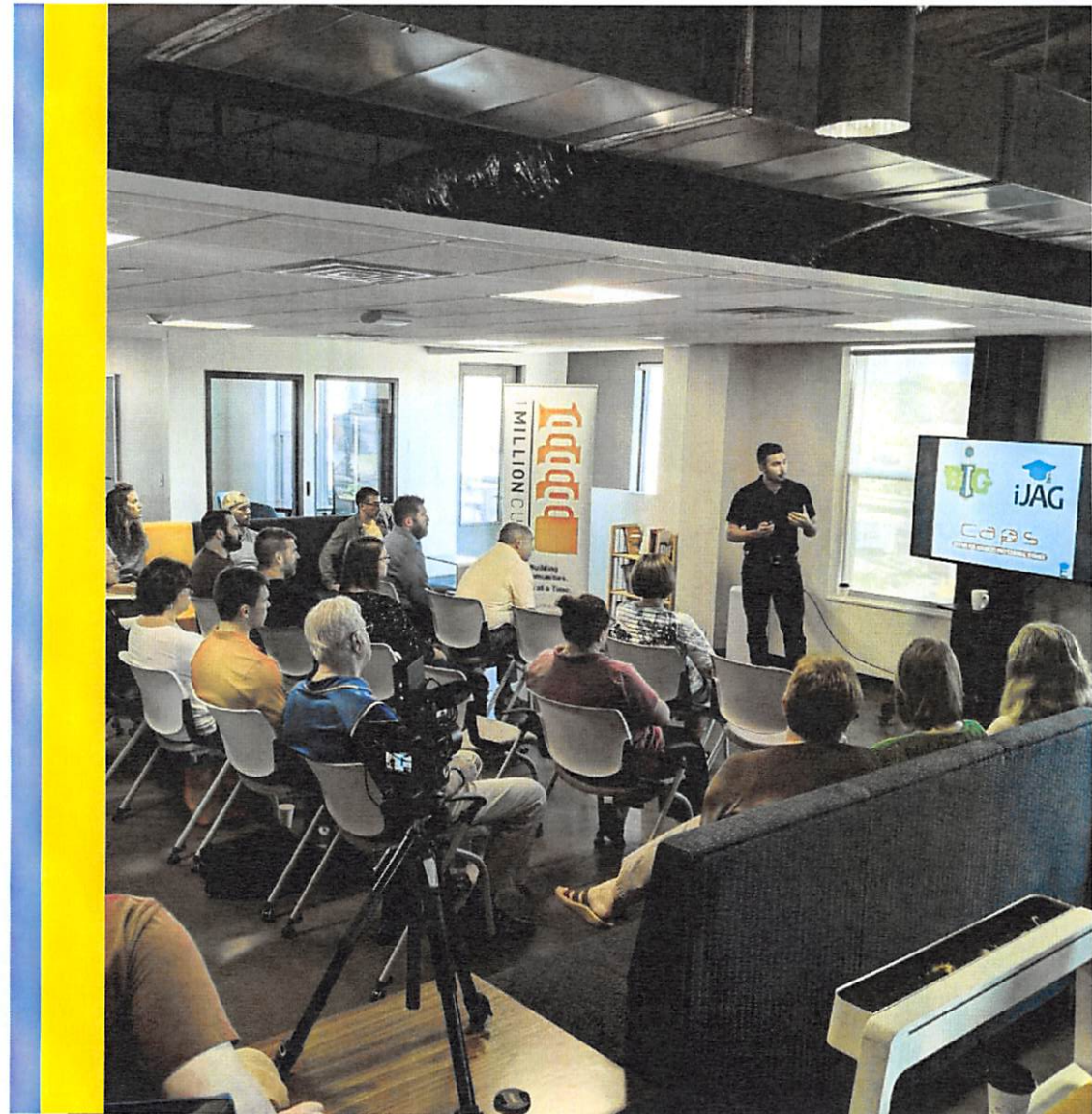
For the **20<sup>th</sup>** consecutive year, BCS has served clients in all **99** Iowa counties



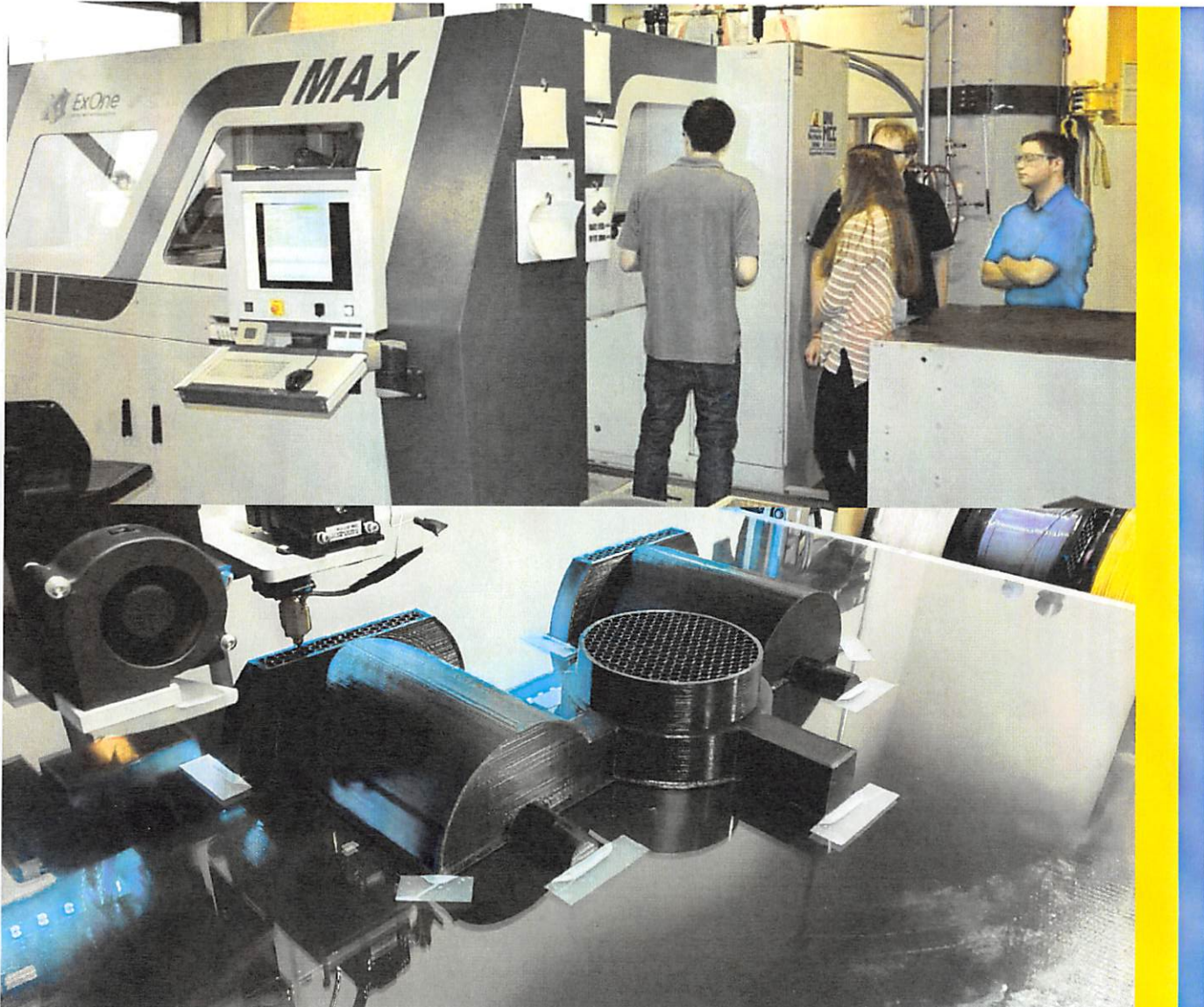
# 12 BCS Programs

## Areas of Focus:

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







# Additive Manufacturing

## Clients & Projects:

- 100 Active Clients
- 50 Iowa-based
- All branches of military
- Iowa has largest concentration of 3D sand printers in U.S.
- Investment casting automation





# Investment Casting

- \$400,000 investment by the State
- Salaries, supplies, services and equipment
- Innovations in:
  - Robotics/automation
  - Ceramic printing
  - Materials
  - Sensors and process control
  - New projects
- New Equipment
- Transfer to SMEs



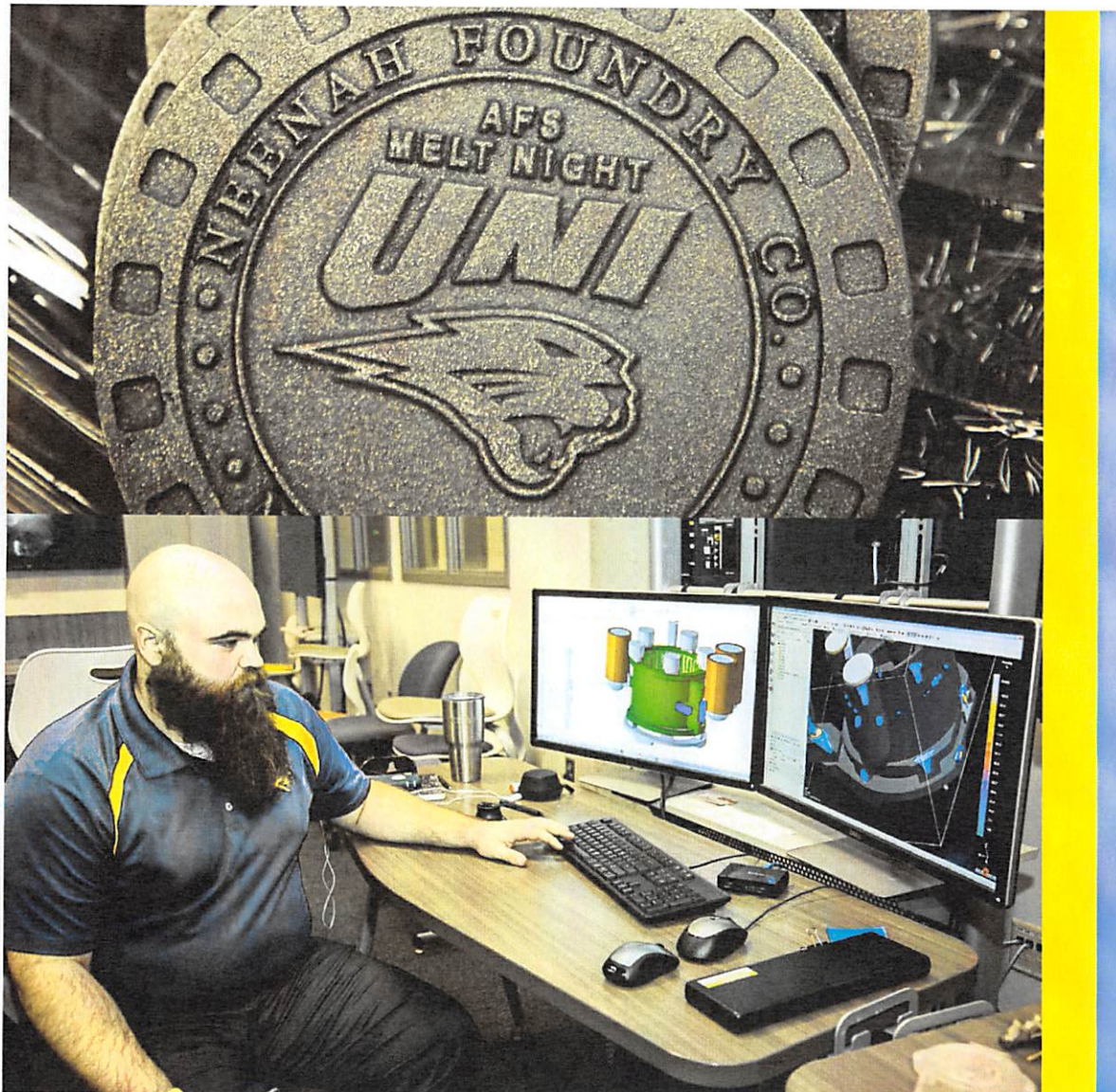




# Manufacturing Direction

- Additive Manufacturing
- Advanced Technology
  - Software Solutions
  - New Materials
- U.S. Military
- Manufacturing 4.0
  - Robotics
  - Automation
  - Sensors/Data
  - Digital Thread





## Promotion

- 900 visitors
- 8 web-based workshops with 200+ participants
- Summer camps
- Social media presence
- National and international conferences
- Dept. of Defense
- Defense Logistics



# Partnerships





## Impact

- 27 student employees with \$293,000 payroll
- Internship program with other universities (students and faculty)
- Cost reduction of aggregates by 80%
- New additive manufacturing equipment – concentration in Iowa
- \$960,000 in industry revenue – only 5-10% of final product value





# Business Growth and Innovation

## New Venture/Entrepreneurial

- Small business startups and entrepreneurs continue to drive innovation
- Focus on topics emerging companies face such as regulations, finding startup capital, and reaching new markets
- IASourceLink.com with IEDA

## Services

- Strategic Planning
- Peer Groups
- Market Research
- Business Consulting
- Educational workshops





# Family Business Program

## Why it Matters

- Family Business is critical to Iowa's economy
- Focus on topics family firms face: Succession/Transition Planning, Family Governance, Leadership Development, and Other Issues

## Services

- Topical Speaker Series
- Succession Planning
- Workshops
- Next Gen Leadership Development Peer Groups



A big takeaway has been learning that we are not the only ones who struggle with family business issues and that there are ways to get past these hurdles with the right advice.

*Jonny Bosworth, manager*







Our involvement with Succession Iowa was critical to finding the right business to purchase. They helped us through the transition process to create a deal that worked for everyone.

*Joe Barber, business buyer*

## Business Transition Center

### Why it Matters

- 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**

### Services

- Succession Planning – assist owners through the exit process
- Succession Iowa – buyer/seller match making
- Retain Jobs and Local Control/Ownership
- Develop Employees for Management and Ownership Roles



- All 99 Counties served
- 1548 Client engagements
- 422 New jobs created
- Client size from 1-3200
- Battelle support
- 365 Resource Partners
- All Industry Sectors Served



## Advance Iowa Impact



*McKee*



**Plastics UNLIMITED**



EPIC   
stone



*Partial List of Clients*





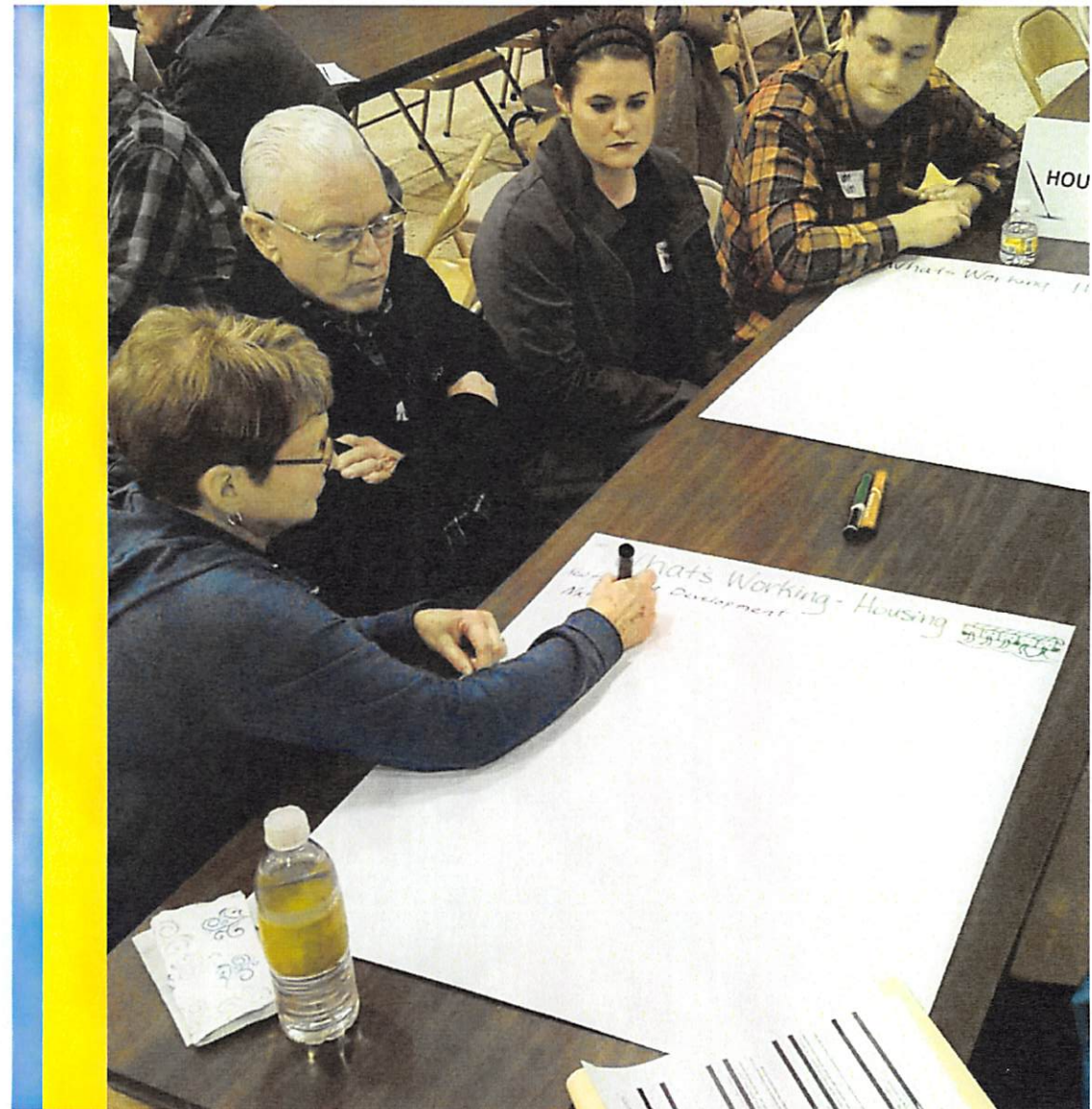
## Entrepreneurship & Incubation

- 85 Overall Graduates into Regional Economy
- 52 Student Business Owners Assisted in 2019
- 16 New Companies in Incubators
- Partnership with Red Cedar
- Early Founder Program



# Local & Regional Development

- Over 800 communities and organizations served
- Organizational and community planning
- Rural Development – Empower Rural Iowa and Rural Development Council
- Workforce – IWD, Future Ready Iowa, Sector Leadership Council







## Local & Regional Development

- Business Retention & Expansion
  - BEST of Iowa Statewide Analysis
  - Technical Assistance and Training
- EDA University Center
  - Business Retention & Expansion through Innovation
  - Intrapreneur Resource Network





# Partnerships



UNIVERSITY  
ECONOMIC  
DEVELOPMENT  
ASSOCIATION



Iowa Association of  
Business and Industry



U.S. Small Business  
Administration



The Power of Knowledge and Leadership



Professional Developers of Iowa

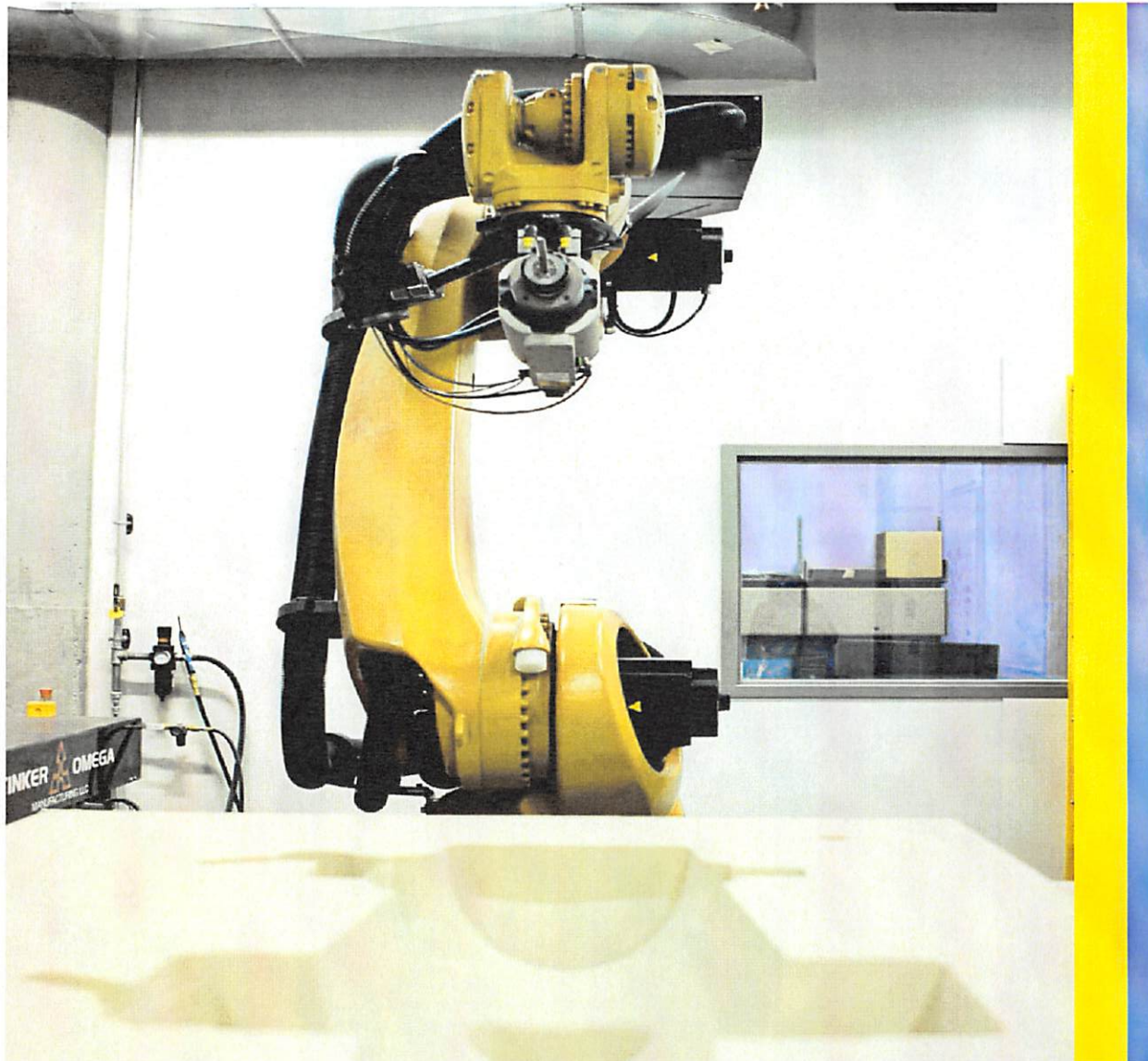


REDCEDAR

IOWA STATE  
UNIVERSITY







## A Good Investment for Iowa

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