

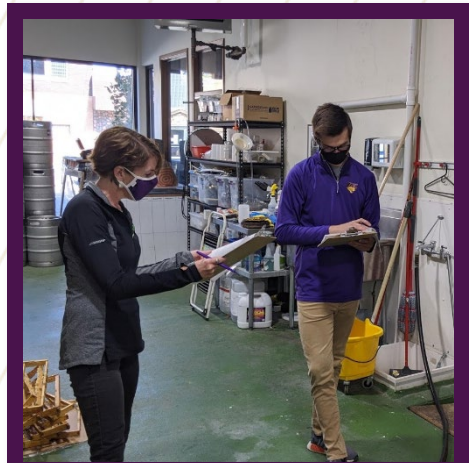
# UNI Economic Development Update 2021

**Randy Pilkington, Executive Director**  
Business & Community Services

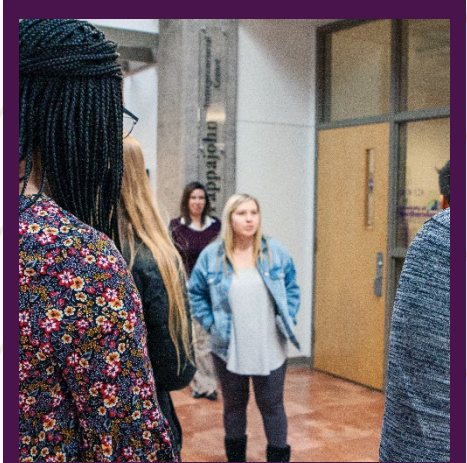
**Jerry Thiel, Director**  
Additive Manufacturing Center  
Metal Casting Center

January 26, 2021

# BCS Impact Numbers 2020



3,206  
clients  
served



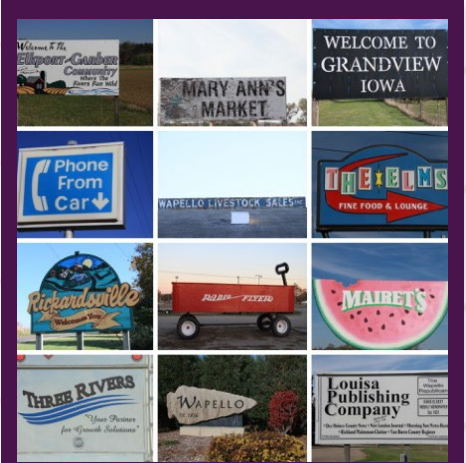
4,252  
students  
engaged



141  
faculty & staff  
involved in  
delivery



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



Clients served  
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 the military

Iowa has largest concentration of 3D sand printers in U.S.

Transfer to SMEs

# Manufacturing 4.0

**Investment casting** – automated shelling unit

**Low-cost sensors** – temperature, moisture, gas chemistries, serialization, documentation

**IoT** – software development – automation

**Robotics and automation** – casting finishing

**Next gen sand printing**





## Industrial Applied Research

**Industrial research** – design, material handling, automation

**Industry associations** (castings industry)

**Demonstration projects** – focus on SMEs and DoD

# Partnerships



If one doubts whether they have time to participate in CEO roundtables, the learning that took place in the last 3 hour session will pay for this entire year's invoice. Not kidding.

**Jenny Steffensmeier, President,  
Steffensmeier Welding Manufacturing**



## Business Growth & Innovation

Delivering creative solutions and support to the entrepreneurial community while maximizing the economic impact for Iowa.

## New Ventures and Entrepreneurship

- [IASourcelink.com](https://iasourcelink.com)
- Iowa's go-to resource for aspiring entrepreneurs and business owners for business/market intelligence and connections.
- Partnership with IEDA
- 365+ Iowa resource partners in the network

The next generation is instrumental to the success of Iowa family businesses. Providing a peer group that can bring these individuals together to learn from one another will help provide strong leaders for tomorrow.

**Heidi Vermeer-Quist, Next Generation  
Vermeer Corp.**



## Family Business Program

Family Businesses are different due to the unique challenges inherit in **Families** and **Businesses**.

**They're Critical** to Iowa's economy

- Make up 90% of all business enterprises
- Create 75% of all new jobs

**They Desire** learning from peers, expert education, and sharing best practices

**Their Challenges** Succession Planning, Family Governance, Leadership Dev

**Key Service** Next Gen Leadership Program

- Leverages peer group education
- Facilitated groups across the state
- Focus is on healthy family business transitions

ESOPs create a sense of ownership for employees, economic well-being for communities and an economy of innovation for the state by nurturing the kinds of businesses that invest in people.

**Debi Durham, executive director**  
**Iowa Economic Development Authority**  
**Iowa Finance Authority**



## Business Transition Initiative

Addressing the decline in rural businesses through transition planning not only for the owner, but with the interest of the employees and community in mind.

### Services

- Succession planning and support
- Business valuation and buyer/seller match making
- Skill development of new employee owners

### Key Focus: Employee Ownership

- Partnership with the Kauffman Foundation on worker cooperatives – focus on rural Iowa
- Collaboration with IEDA and private sector partners on promoting employee stock ownership plans

## Advance Iowa Impact

- All 99 Counties served
- 1277 Client engagements
- 504 New jobs created
- Client size from 1-3200
- Battelle support
- 373 Resource Partners
- All Industry Sectors Served
- COVID Webinar Series +10,000 views

## Advance Iowa Partnerships



Partial List of Clients



## Student Ventures and Community Entrepreneurs

90+ Overall Incubator Tenants into Regional Economy

Early Founders, Virtual (14 Teams)

53 Student Business Owners Assisted in 2020

14 New Companies in Incubation

## Rock Valley Strategic Planning



## Local and Regional Development

Over 825 communities and organizations served

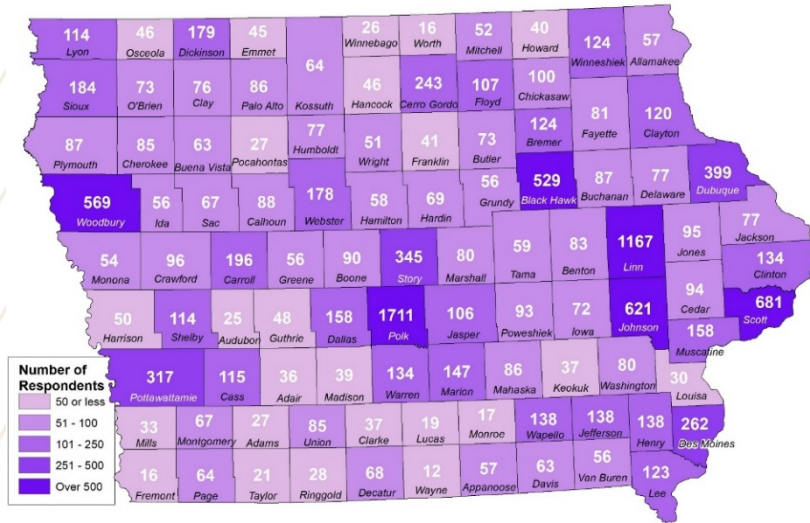
Organizational and community planning

Rural Development

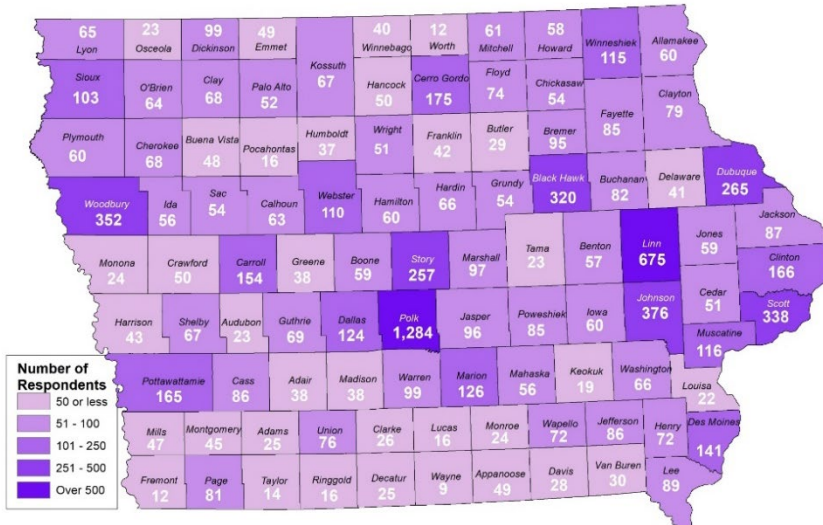
- Assists many rural communities/EDOs
- Empower Rural Iowa and Rural Development Council

Workforce – IWD, Future Ready Iowa, Sector Leadership Council

## COVID-19 Business Impact Survey 1



## COVID-19 Business Impact Survey 2



## Local & Regional Development

### COVID Business Impact Surveys

- Survey 1 – 13,905 completed surveys
- Survey 2 – 9,681
- Over 120 local & regional reports

### Business Retention & Expansion

- New survey process due to COVID
- BEST of Iowa Statewide Analysis
- Technical Assistance and Training

### EDA University Center

- Business Retention & Expansion through Innovation
- Industry 4.0 Training
- Economic Developer Peer Capacity Building Networks

Partnerships











# A Good Investment for Iowa

Leverage Public Investment  
Statewide Coverage

Small and Medium Businesses  
Innovations

Linking with Local and Regional  
Development

