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
Business and Community Services

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
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
- 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

BCS.UNI.EDU
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

- Center for Business Growth and Innovation
- Advance Iowa Partnerships
- Advance Iowa Impact

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
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
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

Institute for Decision Making
Local & Regional Development
COVID Business Impact Surveys
- Survey 1 – 13,905 completed surveys
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Business Retention & Expansion
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EDA University Center
- Business Retention & Expansion through Innovation
- Industry 4.0 Training
- Economic Developer Peer Capacity Building Networks
A Good Investment for Iowa

Leverage Public Investment

Statewide Coverage

Small and Medium Businesses

Innovations

Linking with Local and Regional Development