

IDED
Economic Growth Subcommittee
28-Jan-10
Questions/Responses

Q. What is your agency doing for cost savings?

The department has instituted a number of measures to cut costs and still maintain necessary program and administrative capabilities. These include for Administrative Services Division: working through DAS/GSE to try and get lease costs reduced; leaving mail position vacant and consolidating mail services with DAS/GSE; eliminating a contractor.

Business Development Division has moved costs for the 3 major events (AWEA, BIO WC and IFT) to IVF marketing dollars; reduced foreign office budgets by 5% plus renegotiate lease costs for Japan; reduction in force (2) and keeping a trade position vacant (all have been removed from TO); suspended the ETAP program for balance of FY10; reduced subscriptions and out of state travel. Community Development Division has reduced tourism advertising and eliminated consultant contracts for the Main Street program.

Q. What are your priorities and areas of concern?

We want to make sure we keep Iowa out in front of business leaders both nationally and in the international arena. Continuing the disaster recovery efforts with the CDBG Disaster assistance funding. Keeping the financial assistance appropriations at a sufficient level during these difficult budget times and ensuring the requisite departmental management necessary to effectively administer program activities.

Q. Will retirements or potential retirements impact IDED?

Retirements will affect IDED in all areas. There are a number of senior staff with extensive program and department knowledge that may opt to retire.

Q. Regarding raising fees, or changing the way we collect fees? (#1-3)

The IDED does not charge any fees, we are however, the recipient of another department's fees from the Insurance revolving fund at Commerce which we utilize for our Insurance Development position on the Business Development Project Management Team.

Q. Regarding the consultant report and the current reorganization legislation? (#4-8)

The IDED did not provide anything that was in the final report or in the reorganization bill.

The department currently does not have any areas we feel can be outsourced or privatized.

Please see attached spreadsheets for a listing of departmental revenues and expenditures.

IDED
 FY2010 Budgeted Revenue & Expenditures
 General Fund

Appropriation/Budget Unit	Revenue					Expenditures				
	Balance Fwd to FY10	Net FY10 Appropriation	Other Revenue	Federal Revenue	Total Revenue	Salaries	Support	Program	State Aid	Total Expenditures
Administrative Services Division	141,581	1,826,046	150,000	300,000	2,417,627	1,564,577	748,050	0	105,000	2,417,627
Business Development Division	221,683	5,346,536	3,319,702	0	8,887,921	4,124,480	1,582,441	3,000,000	181,000	8,887,921
Community Development Division	1,891,246	5,063,917	121,000	4,310,922	11,387,085	4,736,340	2,626,893	2,140,000	1,883,852	11,387,085
Tourism - Adjusted Gross Receipts	0	862,028	0	0	862,028	0	0	862,028	0	862,028
Main Street Challenge Grants	0	165,775	0	0	165,775	0	0	0	165,775	165,775
ICVS/Promise/Mentoring	0	112,500	0	0	112,500	68,122	18,378	0	26,000	112,500
TSB Marketing & Compliance	85,116	0	0	0	85,116	85,116	0	0	0	85,116
TSB Awareness	183,222	0	0	0	183,222	0	0	183,222	0	183,222
TSB Advocacy Centers	713,772	0	0	0	713,772	0	0	713,772	0	713,772
World Food Prize	0	750,000	0	0	750,000	0	0	0	750,000	750,000
Total	3,236,620	14,126,802	3,590,702	4,610,922	25,565,046	10,578,635	4,975,762	6,899,022	3,111,627	25,565,046

IDED
 FY2010 Budgeted Revenue & Expenditures
 RIIF and Other Funds

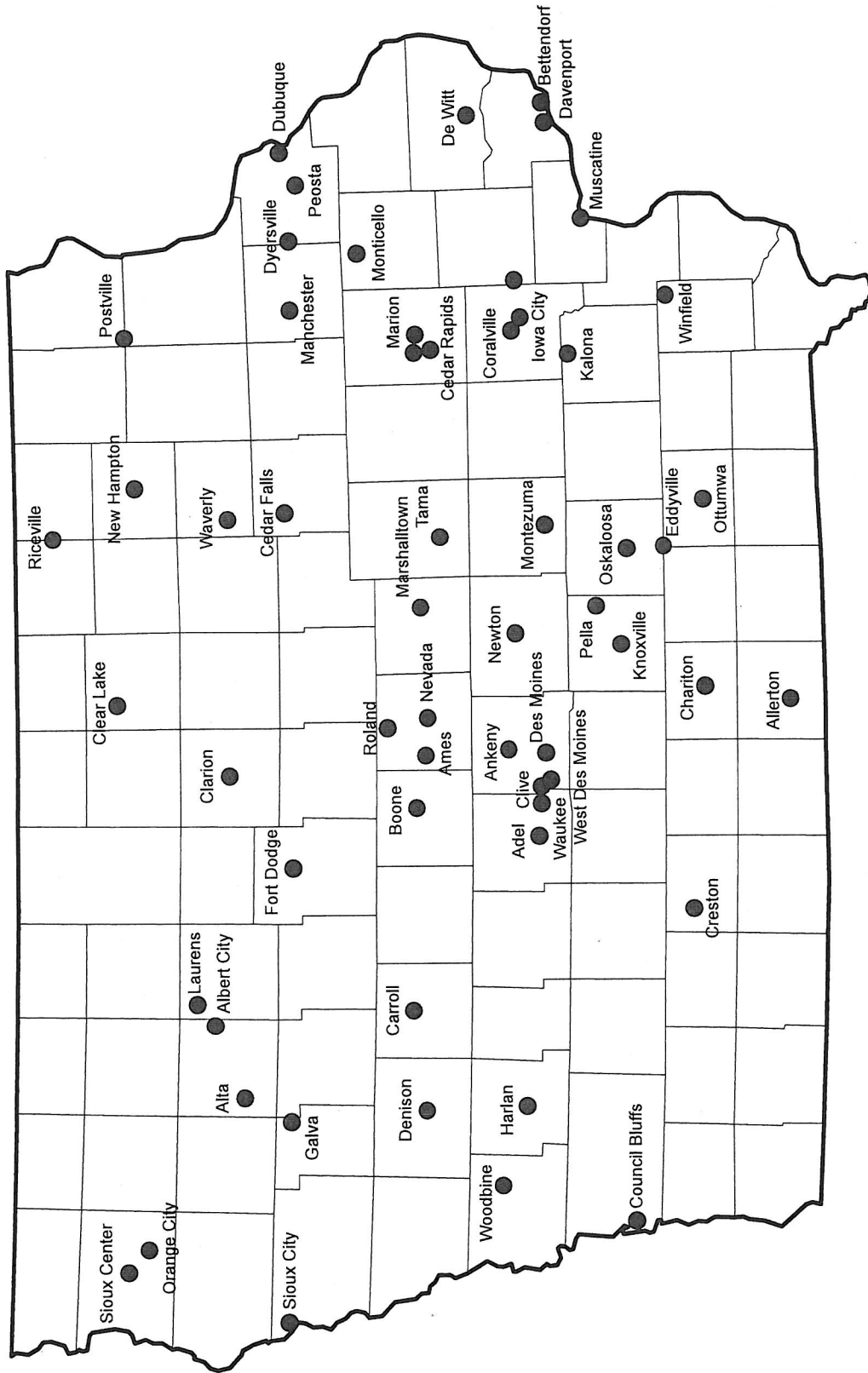
Appropriation/Budget Unit	Balance Fwd to FY10	Net FY10 Appropriation	Revenue				Expenditures						
			Other Revenue	Federal Revenue	Total Revenue	Salaries	Support	Program	State Aid	Total Expenditures			
RIIF:													
City of Seymour-Asbestos		50,000	0	0	50,000	0	0	0	50,000	50,000			
AAU Junior Olympics		200,000	0	0	200,000	0	0	0	200,000	200,000			
Warren Co Juvenile Courthouse		100,000	0	0	100,000	0	0	0	100,000	100,000			
Muscatine Fire Station		200,000	0	0	200,000	0	0	0	200,000	200,000			
City of Stratford-ADA		10,000	0	0	10,000	0	0	0	10,000	10,000			
Workforce Training Econ Dev Fund		2,000,000	0	0	2,000,000	0	0	0	2,000,000	2,000,000			
Regional Sports Authorities		500,000	0	0	500,000	0	0	0	500,000	500,000			
Vision Iowa/CATD Administration		0	200,000	0	200,000	0	0	0	200,000	200,000			
Iowa Values Fund:													
DED Financial Assistance	24,400,000	27,000,000	0	0	51,400,000	559,869	40,131	3,000,000	47,800,000	51,400,000			
State Parks		900,000	0	0	900,000	0	0	0	900,000	900,000			
Cultural Trust		900,000	0	0	900,000	0	0	0	900,000	900,000			
Regents		4,500,000	0	0	4,500,000	0	0	0	4,500,000	4,500,000			
Workforce Training Econ Dev Fund		6,300,000	0	0	6,300,000	0	0	0	6,300,000	6,300,000			
Regions		900,000	0	0	900,000	0	0	0	900,000	900,000			
Innovation & Commercialization		2,700,000	0	0	2,700,000	0	0	0	2,700,000	2,700,000			
Renewable Fuels		1,800,000	0	0	1,800,000	50,000	0	0	1,750,000	1,800,000			
IVF - Non RIIF	12,000,000	0	1,000,000	0	13,000,000	864,456	97,600	0	12,037,944	13,000,000			
IJOBS:													
ACE Infrastructure		5,500,000	0	0	5,500,000	0	0	0	5,500,000	5,500,000			
CATD		12,000,000	0	0	12,000,000	0	0	0	12,000,000	12,000,000			
RECAT		10,000,000	0	0	10,000,000	0	0	0	10,000,000	10,000,000			
Other:													
Workforce Development Fund		0	4,000,000	0	4,000,000	105,336	23,500	0	3,871,164	4,000,000			
Brownfield Program		0	500,000	0	500,000	0	0	0	500,000	500,000			
Workforce Training Econ Dev Fund		0	2,500,000	0	2,500,000	0	0	0	2,500,000	2,500,000			
Endow Iowa Admin		0	70,000	0	70,000	28,657	2,000	39,343	0	70,000			
Strategic Investment Fund	1,300,000	0	250,000	0	1,550,000	116,943	23,000	0	1,410,057	1,550,000			
Shelter Assistance Fund		0	600,000	0	600,000	0	0	0	600,000	600,000			
Tourism Products Fund		0	1,700	0	1,700	0	0	1,700	0	1,700			
Wine & Beer Promotion Fund		0	164,500	0	164,500	0	0	164,500	0	164,500			
260E 1% Fund		0	600,000	0	600,000	0	0	0	600,000	600,000			
COG Assistance		0	144,000	0	144,000	0	0	0	144,000	144,000			
Total	37,700,000	75,560,000	10,030,200	0	123,290,200	1,862,397	249,095	3,205,543	117,973,165	123,290,200			

IDED
 FY2010 Budgeted Revenue & Expenditures
 Federal Funds

Appropriation/Budget Unit	Balance Fwd to FY10	Net FY10 Appropriation	Revenue			Expenditures			
			Other Revenue	Federal Revenue	Total Revenue	Admin	Program/State Aid	Total Expenditures	
ARRA:									
CDBG				7,014,352	7,014,352	140,287	6,874,065		7,014,352
Americorps/CVS				1,482,831	1,482,831	0	1,482,831		1,482,831
Homeless				11,866,889	11,866,889	593,344	11,273,545		11,866,889
CDBG:									
Regular				26,240,724	26,240,724	524,814	25,715,910		26,240,724
Disaster Supplemental #1				156,690,815	156,690,815	7,834,541	148,856,274		156,690,815
Disaster Supplemental #2				642,011,010	642,011,010	32,100,551	609,910,460		642,011,010
HOME				11,866,889	11,866,889	1,186,689	10,680,200		11,866,889
ESGP				1,521,097	1,521,097	0	1,521,097		1,521,097
Neighborhood Stabilization				21,607,197	21,607,197	864,288	20,742,909		21,607,197
Main Street Challenge (HUD)				950,000	950,000	95,000	855,000		950,000
Americorps				2,886,252	2,886,252	163,298	2,722,954		2,886,252
				0	0	0	0		0
				0	0	0	0		0
Total	0	0	0	884,138,056	884,138,056	43,502,812	840,635,244	0	884,138,056

INNOVATION AND COMMERCIALIZATION DIVISION

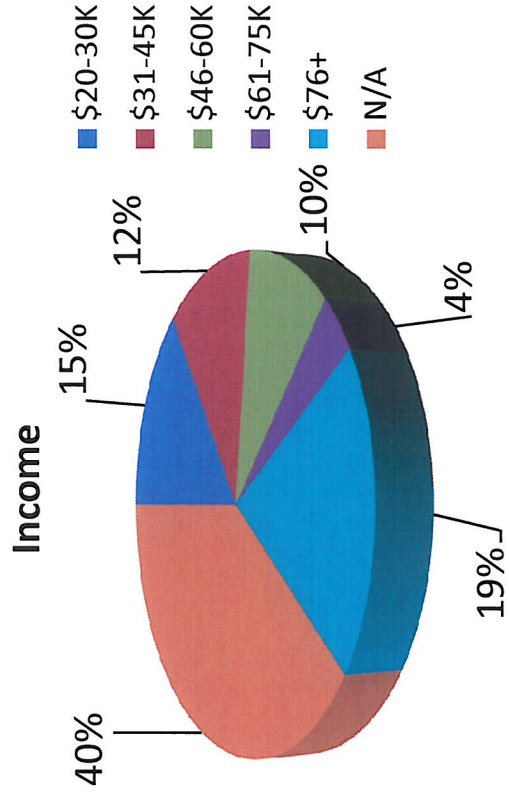
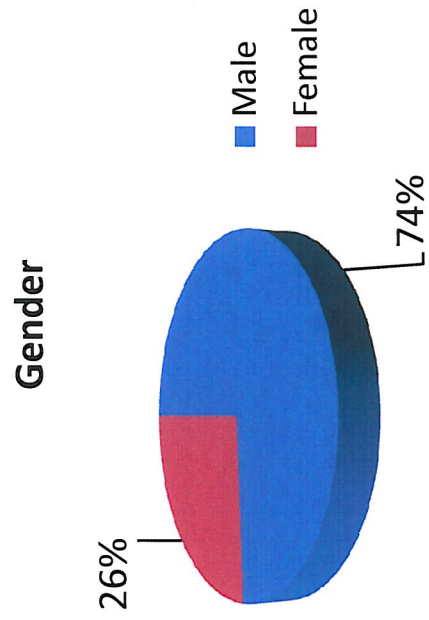
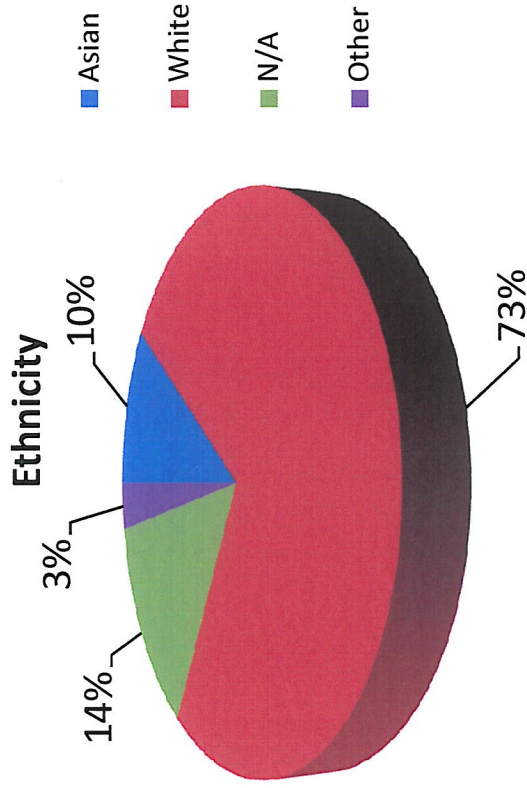
Internship from HF 829



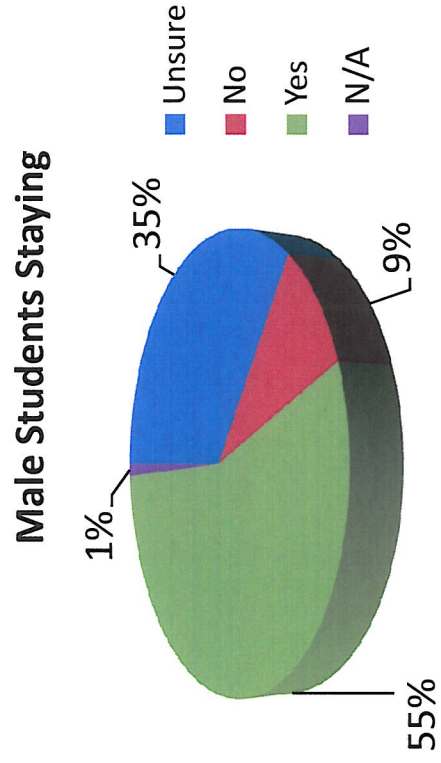
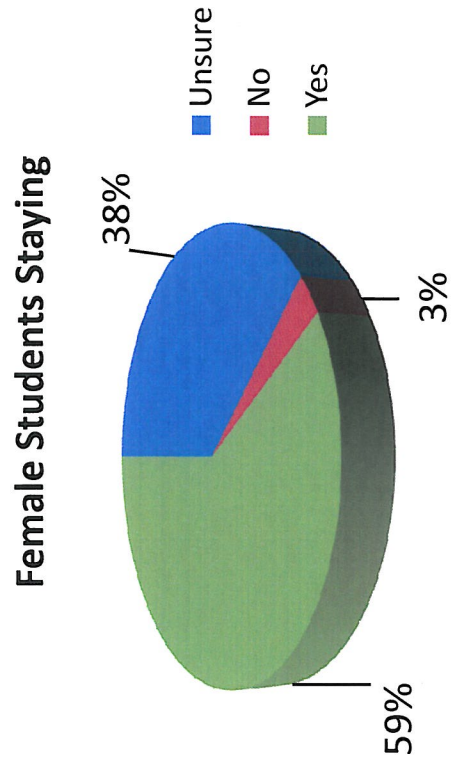
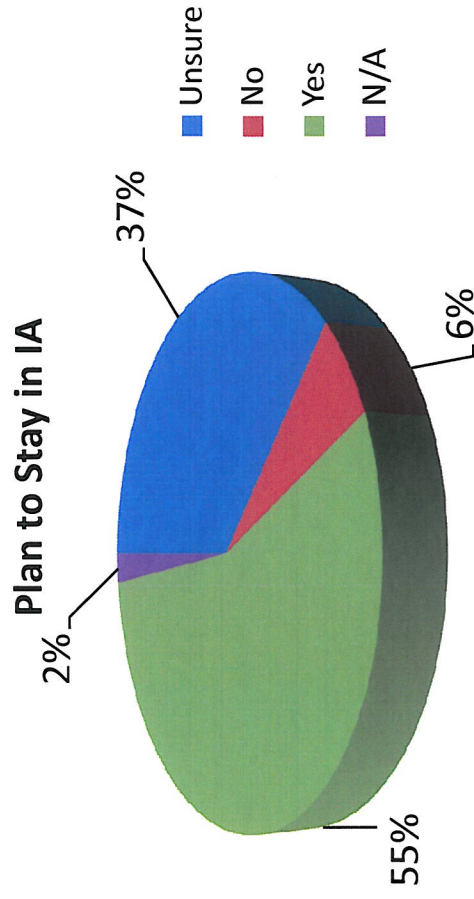
LEGEND

● Internship

FY 2009 Summer Iowa Student Internship Program Survey Results

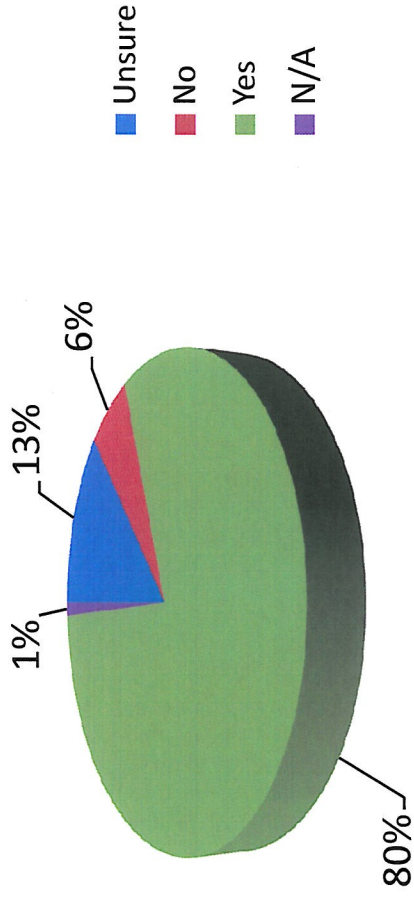


FY 2009 Summer Iowa Student Internship Program Survey Results

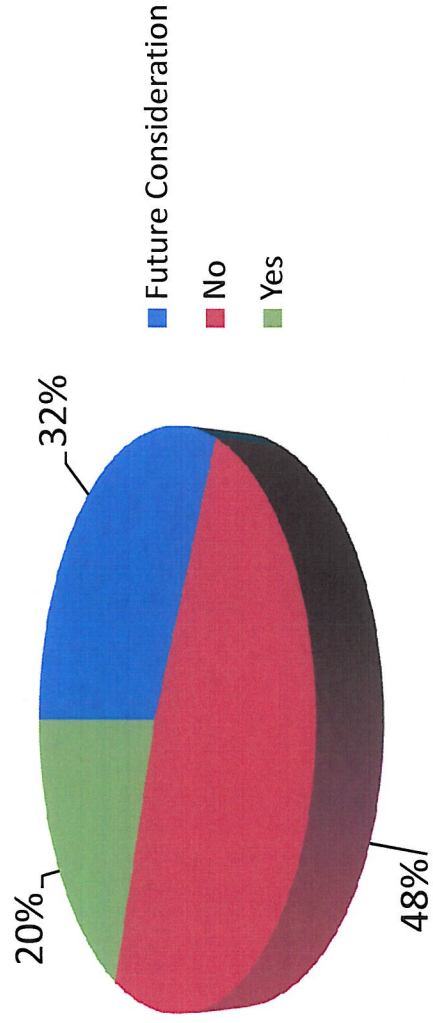


FY 2009 Summer Iowa Student Internship Program Survey Results

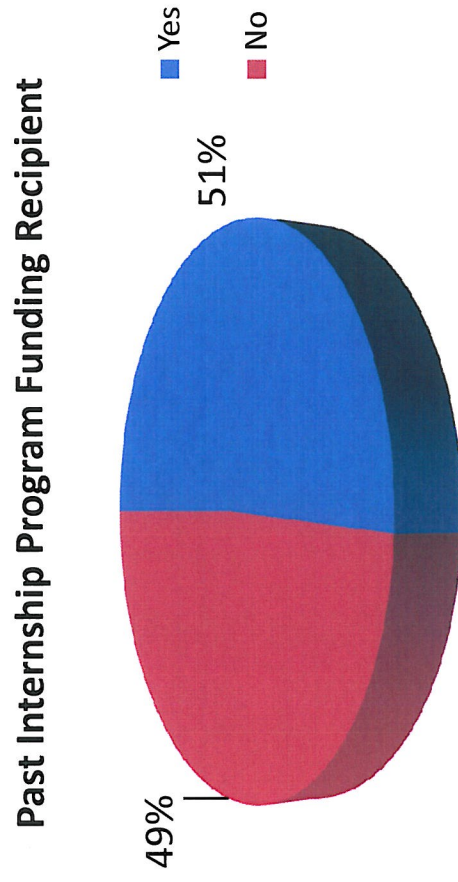
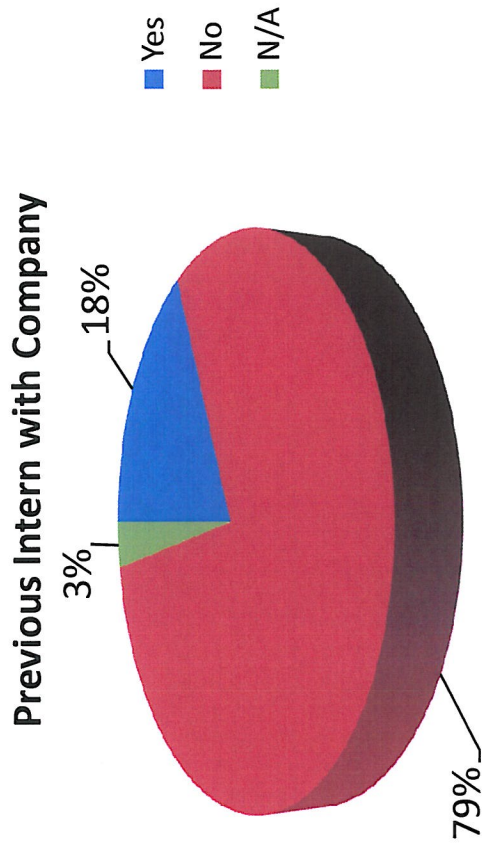
Willingness of Intern to Accept Employment Offer



Employment Offer from Company



FY 2009 Summer Iowa Student Internship Program Survey Results



DEMONSTRATION FUND PROGRAM USE

Company Name	Location	Industry Sector	Application Status	Amount Requested	Amount Approved
PreMoMcNe, LLC	Panora	BIO	Approved 10/07	\$125,000	\$125,000
EMTech	Ames	BIO	Approved 12/07	\$150,000	\$50,000
Advanced Analytical Tech.	Ames	BIO	Approved 11/07	\$150,000	\$150,000
Reference, LLC	Elkader	AM	Approved 12/07	\$150,000	\$150,000
Vida Diagnostics Inc.	Iowa City	IT	Approved 12/07	\$150,000	\$50,000
Positech (American Handling Systems)	Laurens	Advanced Mfg.	Approved 12/07	\$150,000	\$75,000
Shivvers (Tri-Phase)	Indianola/ Corydon	BIO	Approved 4/08	\$150,000	\$50,000
Sriya Innovations	Coralville	BIO	Approved 2/08	\$150,000	\$150,000
GlobalVetLink	Ames	IT	Approved 2/08	\$144,500	\$144,500
Drying Technologies	Ames	BIO	Approved 4/08	\$150,000	\$150,000
Proliant Health & Biologicals	Boone	BIO	Approved 4/08	\$134,066	\$134,066
Titronics	Tiffin	Advanced Mfg.	Approved 4/08	\$133,000	\$133,000
SwitchFly Throttle	Council Bluffs	AM	Approved 4/08	\$116,867	\$116,867
Catilin	Ames	BIO	Approved 6/08	\$150,000	\$150,000
Biotronics	Ames	BIO	Approved 6/08	\$150,000	\$150,000
SoyaWax	Cedar Rapids	BIO	Approved 8/08	\$150,000	\$150,000
Terpenoid Therapeutics Incorporated	Iowa City	BIO	Approved 6/08	\$150,000	\$150,000
Harris Vaccines	Ames	BIO	Approved 6/08	\$136,000	\$136,000
FY 2008				\$2,589,433	\$2,214,433

Company Name	Location	Industry Sector	Application Status	Amount Requested	Amount Approved
Innovative Vibration Solutions	Ames	Advanced Mfg.	Approved 8/08	\$130,000	\$130,000
Aerophyte, LLC	Laurens	Advanced Mfg.	Approved 8/08	\$37,050	\$37,050
Community Inc. d/b/a 365 Advantage	Dubuque	IT	Approved 8/08	\$150,000	\$150,000
EndoMetric, LLC	Ames	IT	Approved 8/08	\$150,000	\$150,000
Genova Technologies	Cedar Rapids	IT	Approved 8/08	\$150,000	\$150,000
Grasshorse Technologies	Winfield	IT	Approved 8/08	\$147,888	\$147,888
LabStrong	Dubuque	Advanced Mfg.	Approved 8/08	\$150,000	\$150,000
Vivakor	Iowa City	Advanced Mfg.	Approved 9/08	\$150,000	\$150,000
VoIPcare, Inc.	Cedar Rapids	IT/BIO	Approved 8/08	\$150,000	\$150,000
Prism Projection, Inc.	Sully	Advanced Mfg.	Approved 11/08	\$124,200	\$124,200
Metalcraft, Inc.	Mason City	Advanced Mfg.	Approved 11/08	\$117,810	\$117,810
Ensoft	Ames	IT	Approved 11/08	\$130,000	\$65,000
Cellencor	Ames	Advanced Mfg.	Approved 1/09	\$150,000	\$75,000
Cognitive Media	Cedar Rapids	IT	Approved 1/09	\$150,000	\$25,000
Cyber Anatomy	Iowa City	IT	Approved 1/09	\$140,000	\$70,000
EZPay	Johnston	IT	Approved 1/09	\$150,000	\$50,000
Global VetLink	Ames	IT	Approved 1/09	\$114,800	\$25,000
IOP, LLC	Davenport	BIO	Approved 2/09	\$150,000	\$150,000
Mobile Demand	Hiawatha	IT	Approved 1/09	\$150,000	\$150,000
Retrac dba ThinkSafe	Hiawatha	IT	Approved 1/09	\$120,000	\$120,000
Santos Human, Inc	Iowa City	IT	Approved 1/09	\$150,000	\$150,000
Visual Medical Solutions	Ames	IT	Approved 1/09	\$150,000	\$75,000
FY 2009				\$3,011,748	\$2,411,948

Company Name	Location	Industry Sector	Application Status	Amount Requested	Amount Approved
Terpenoid Therapeutics Incorporated	Coralville	BIO	Approved 7/09	\$150,000	\$150,000
Tri-Phase Drying Solutions	Norwalk	Advanced Mfg.	Approved 7/09	\$100,000	\$80,000
EZPay	Johnston	IT	Approved 7/09	\$100,000	\$50,000
Gilmore Mfg.	Carlisle	Advanced Mfg.	Approved 7/09	\$150,000	\$150,000
J & J Solutions	Iowa City	BIO/Advanced Mfg.	Approved 7/09	\$150,000	\$150,000
WebFilings, LLC	Ames	IT	Approved 8/09	\$150,000	\$150,000
Energy Control Technologies	West Des Moines	Advance Mfg.	Approved 9/09	\$150,000	\$150,000
TFI Lighting	Carroll	Advance Mfg.	Approved 9/09	\$150,000	\$75,000
Repel Holdings	Cedar Rapids	BIO	Approved 9/09	\$28,187	\$28,817
Legosys	Des Moines	IT	Approved 9/09	\$150,000	\$150,000
Cellular Engineering Technology CET	Iowa City	BIO	Approved 11/09	\$150,000	\$50,000
Visual Medical Solutions	Ames	IT	Approved 9/09	\$75,000	\$75,000
eDossea	Ankeny	IT	Approved 9/09	\$150,000	\$75,000
Let's OrderOnline	Fairfield	IT	Approved 10/09	\$150,000	\$100,000
PowerFilm	Ames	Advanced Mfg.	Approved 10/09	\$150,000	\$150,000
iPrismGlobal, Inc.	Marion	IT	Approved 10/09	\$150,000	\$75,000
Agren	Carroll	IT	Approved 12/09	\$150,000	\$100,000
Canvis	West Des Moines	IT	Approved 12/09	\$150,000	\$50,000
DeskActive	Grimes	IT	Approved 12/09	\$150,000	\$50,000
Eliason Media	Urbandale	IT	Approved 12/09	\$150,000	\$100,000
ezPay	Johnston	IT	Approved 12/09	\$100,000	\$50,000
Innovative Lighting	Roland	Advance Mfg.	Approved 12/09	\$150,000	\$150,000
Gilmore Mfg.	Carlisle	Advanced Mfg.	Approved 12/09	\$150,000	\$150,000

FY 2010 \$3,103,187 \$2,308,817

INNOVATION INVESTMENT RESOURCES IN IOWA

Innovation-Based Economic Development Tools Along the Continuum

	CONCEPT	FORMATION	GROWTH	MATURITY	REINVENTION	
FUNDING SUPPORT	GIVF-universities					
	SBIR					
		STTR				
		Demonstration Fund				
	Angel Investors					
		Local Seed Funds				
			Farm Bureau Alternative Investments			
			Wellmark			
				Private Equity Funds		
				Fund of Funds VC		
			IDED Entrepreneurial Ventures Financial Assistance			
			Traditional Lenders			
			GIVF-IDED			
			Power Fund			
		Local COG RLFs				
Product Research			CIRAS, MEP, CBB			
		IPRT				
Business Plan	Pappajohn Centers					
	Statewide Commercialization Program/ExpertNet					
	Accelerators					
	SBDC					
Talent		Management Talent Recruitment				
		TalentNet				
Mentoring	Networking Fund					
	Innovation Council					
	TalentNet					
Infra.	Research Parks					
	PRE-SEED	SEED	SERIES A	SERIES B-C	MEZZANINE	

KEY for Acronyms		KEY for Color Code	
CBB	Center for Biocatalysis and Bioprocessing	Funding Support	Talent
CIRAS	Center for Industrial Research and Service	Product Research	Mentoring
COGRLF	Council of Governments Revolving Loan Fund	Business Plan	Infrastructure
GIVF	Grow Iowa Values Fund		
IPRT	Institute for Physical Research and Technology		
MEP	Manufacturing Extension Partnership		
SBIR	Small Business Innovation Research		
STTR	Small Business Technology Transfer		
Wellmark			