

UNI Economic Development Update 2023

Randy Pilkington
Business & Community Services

Dan Beenken
UNI Family Business Center

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UNI

**University of
Northern Iowa.**

Business &
Community Services



BCS.UNI.EDU

BCS Impact Numbers 2022



3,756
clients
served



2,816
students
engaged



128
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



13 BCS Programs

Areas of Focus

- Entrepreneurship / Small Business
- Community and Economic Development
- Metal Casting / Foundry 4.0
- Market Research
- Environmental Assistance / Sustainability



Family business is the backbone of Iowa's economy. It powers most of our state commerce; in particular the small businesses and farms. UNI's caliber of support is vital to the companies that remain a stable and resilient force in their respective communities. UNI has created an effective, niche resource that is unique compared to other states and that has positively impacted many family-owned businesses and we would like to see the program grow and expand.

Emily Schmidt
CAO & GC, Third Generation
Sukup Manufacturing
Sheffield, Iowa

Family businesses are different

Key Offerings

- Annual 5-part speaker series on issues facing family businesses
- Annual Iowa Family Business Conference
- CEO, Next Generation, and Legacy peer group programming
- Next Generation leadership cohorts

Proposed Expanded Services

- Governance workshops
- Family business retreats
- Succession planning consulting services
- Advisory board matching
- Peer sharing and networking opportunities



Family Business Center Impact / FY2022

- Worked with **140+ Iowa family businesses** in all industries
- 32 facilitated **peer group events** attended by over 230 Iowa family business members
- Annual 5-part **speaker series** reached 227 attendees
- First **Iowa Family Business Conference** had 135 attendees



Some of our Iowa Family Businesses include



Local and Regional Development

Over 850 communities and organizations served

Organizational and community planning

Rural Development

- **Majority of clients are rural communities/EDOs**
- **Empower Rural Iowa**
 - **Chair of Growing Rural Iowa Task Force**
- **Iowa Rural Development Council**



Local & Regional Development

Talent & Workforce Development

- IWD Laborshed Workforce Model Update
- IEDA Statewide Workforce Survey
- BEST of Iowa Statewide Analysis
- Resources & Best Practices for EDO's
- IEDA COVID Business Impact Surveys (4 surveys & 32,600+ respondents)

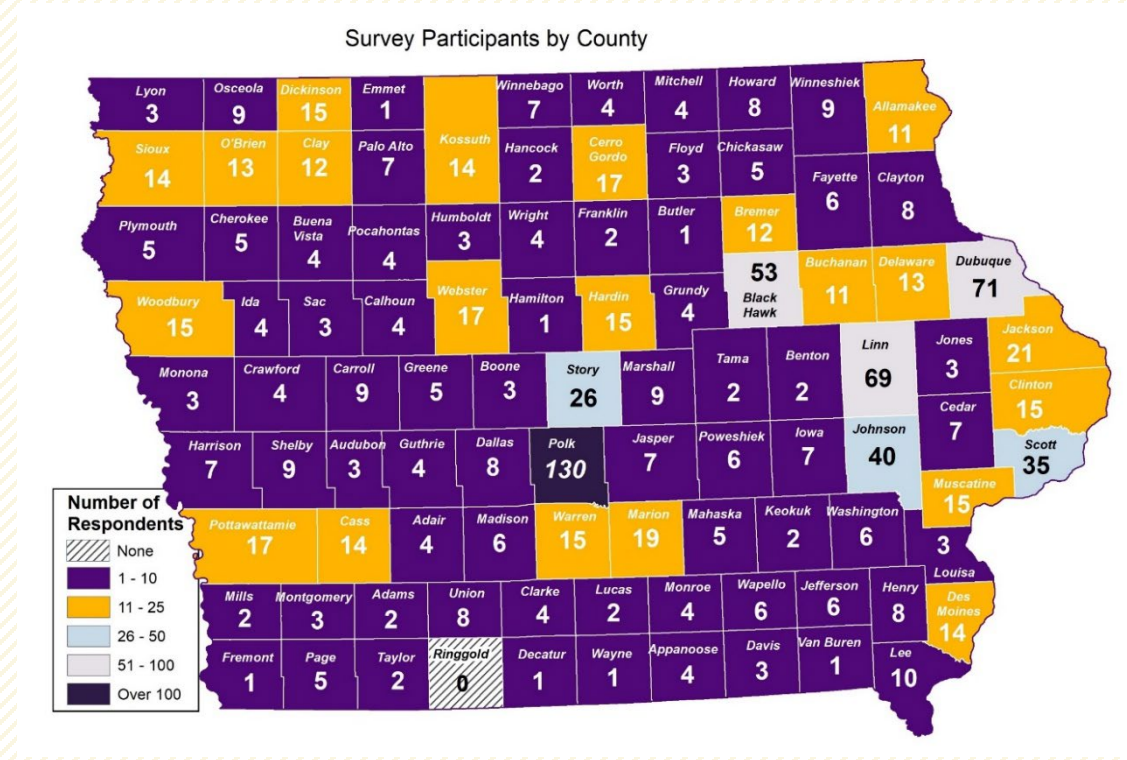
Important Amenities/ Offerings

- Proximity to work location – 48.5%
- Quality/Affordable housing – 42.7%
- Quality schools – 39.1%
- Quality/Affordable child care – 34.3%

Amenity/Offering Availability Means

- Quality schools – 3.95
- Low crime rate / Personal security/safety – 3.88
- Outdoor recreation & leisure – 3.73
- Proximity to work location – 3.62

IEDA Statewide Workforce Survey

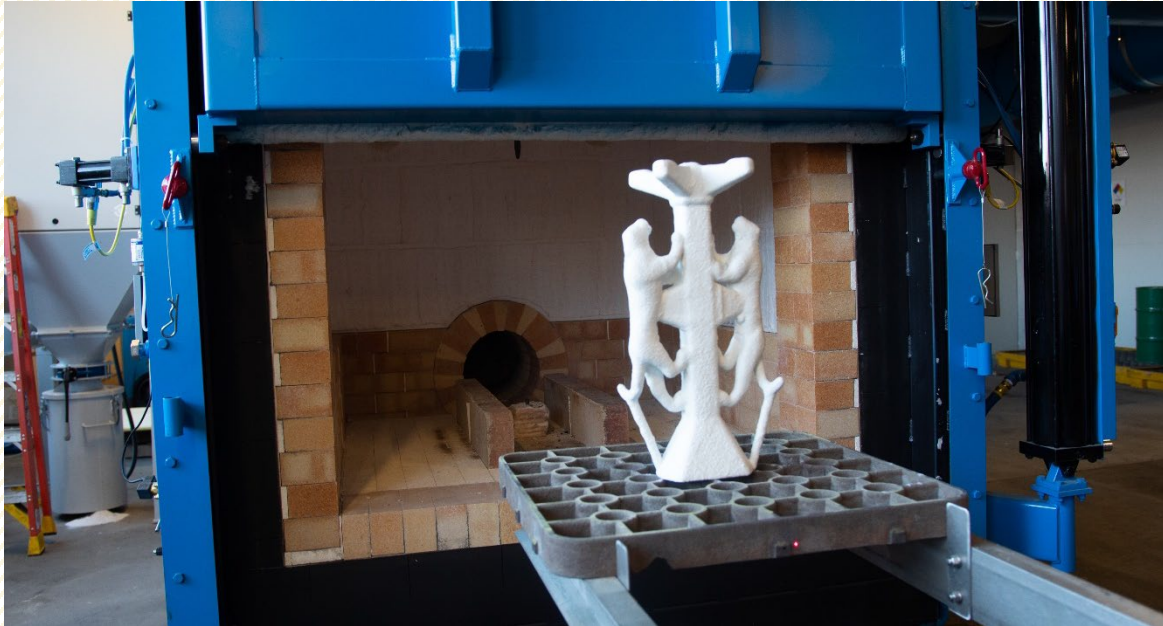


Local & Regional Development

Manufacturing 4.0

- Partner in the Iowa Manufacturing 4.0 Consortium led by the Community Colleges, CIRAS and IEDA
- Leading the Consortium's Education & Awareness Committee
 - Focus on workforce vacancies
 - Preparing manufacturers, economic developers and educators for the rapid evolution of Manufacturing 4.0





Foundry 4.0

Clients & Projects:

- 32 years of service
- 100 active clients
- All branches of the military
- Focus on Industry 4.0
 - Automation
 - Sensors / IoT
 - Digital Twin
 - Investment Casting
 - Additive Manufacturing

Foundry 4.0

Defense Logistics Agency Project

- Resiliency of the defense supply chain
- Growing the supply chain
- Foundry of the Future
- Business case analysis



Partnerships



America Makes



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

Employee Ownership

- Empower Rural Iowa
- Employee Ownership
 - ESOP & Employee Owned Cooperatives
- Business Valuation
- Kauffman Foundation Support

FY22 IMPACT

102 second-stage companies assisted

23 counties served across Iowa

Provided seminars on succession planning, employee ownership, financial literacy & value building



Student and Community Entrepreneurs

- **IA SourceLink with IEDA**
- **Business License Information Center**
- **Black Business Entrepreneur Accelerator (47 businesses, 5 cohorts)**
- **100+ Incubator Tenants into Regional Economy**

UNI Economic development

FY24 Request

\$400,000

- Family Business Center
- IDM—Workforce and Manufacturing 4.0



A Good Investment for Iowa

Leverage Public Investment

Statewide Coverage

Small and Medium Businesses

Partnerships

Innovations

Linking with Local and Regional
Development

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