

# Economic Development Update

## Economic Development Appropriations

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**Jerry Thiel**  
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*February 4, 2016*

# Today's Presentation

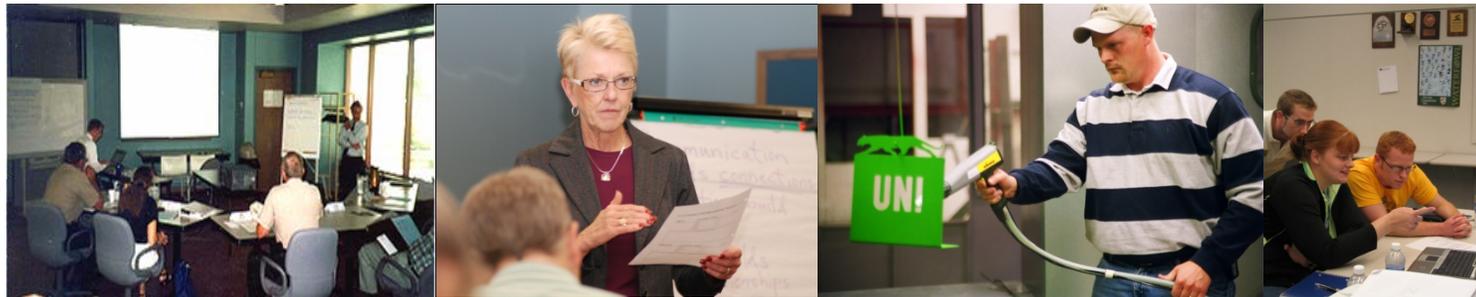
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- Business & Community Services Overview
- Additive Manufacturing – 3D Printing
- Advance Iowa
- Entrepreneurship
- Local Economic Development
- Regents Innovation Fund Update



## 13 Programs That Support:

- Businesses & Entrepreneurs
- Communities & Regions
- Environment & Sustainability





## Economic Development Contributions — 2015

- Nearly 2,800 businesses served
- Active projects in all 99 counties
- 207 faculty and 3,200 students participated
- Each State dollar invested leveraged nearly \$5 in federal, grants, or private sources

# Additive Manufacturing

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- UNI Metal Casting Center
- Launched Additive Manufacturing Center in October 2013 with large format sand mold printer
- Served 100 SME's and all military branches



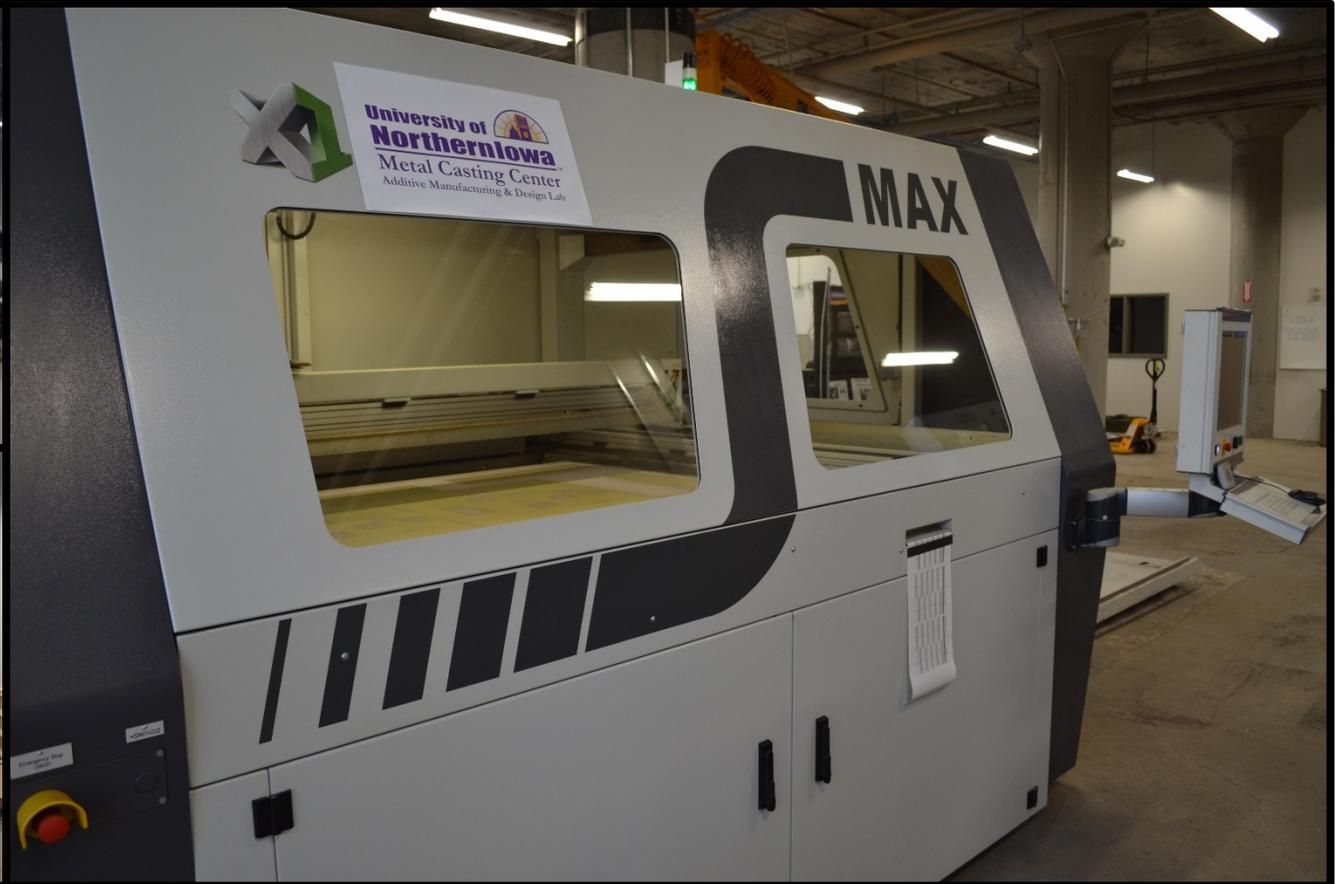
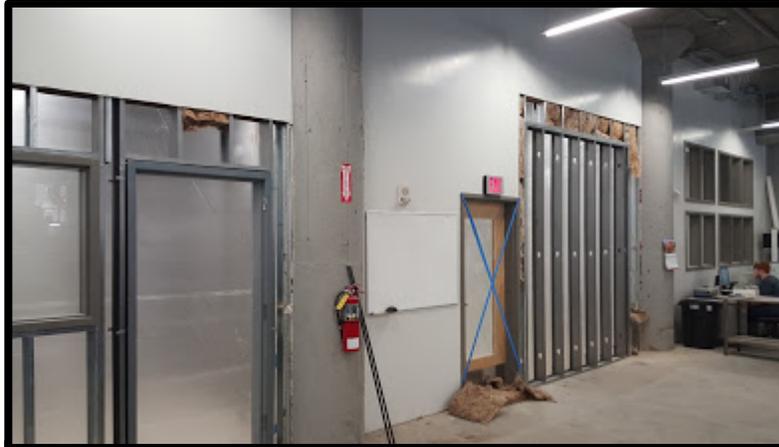
# Additive Manufacturing

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- Located off Campus at the Cedar Valley TechWorks
- Recently moved to first floor
- 1<sup>st</sup> phase of the Iowa Advanced Manufacturing Network Hub
- Partnering with Hawkeye Community College and UNI Department of Technology for industry training and workforce development in design for additive manufacturing



# Cedar Valley TechWorks



# Additive Manufacturing

Providing support to Iowa Manufacturers including:

- **SME's**
  - Sivyer Steel, Progressive Foundry, Clow Foundry, Wellman Dynamic Fansteel, Richland Foundry, SeaBee, ATEK, American Pattern, LeClair Manufacturing
- **OEM's**
  - Deere, Vermeer, Rockwell, Emerson, Caterpillar
- **Military**
  - Rock Island Arsenal, Navy, Air Force, Marines, DLA, Aberdeen Proving Grounds



# Research Accomplishments

- Developed domestic sources for resins and aggregates for 3D sand mold printing. This reduces cost of 3D sand printing by 30%.
- Developed specialty sand blends for printing
- Developed methodology for utilizing engineered sand additives for printing
- Developed fast printing methodologies to reduce printing times by 40%



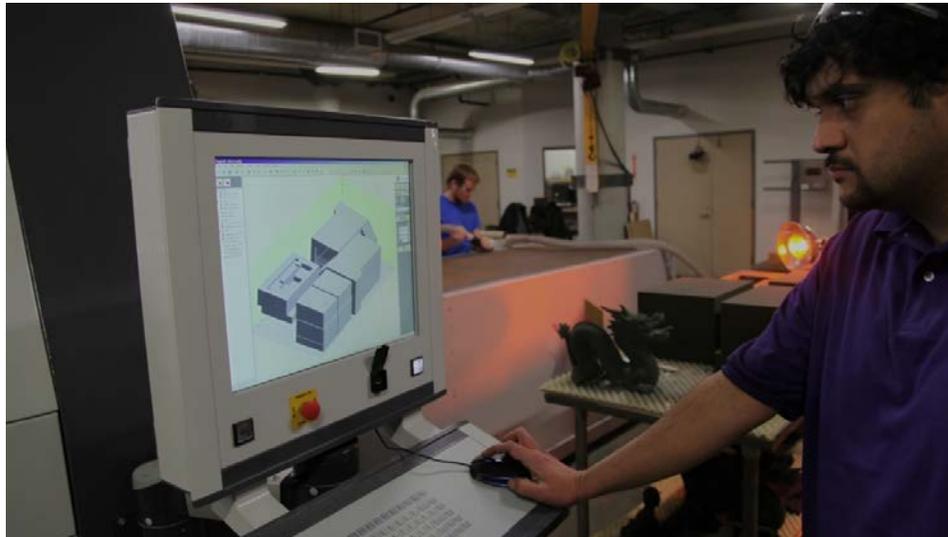
## Building a Nationally Recognized Center

- Additional sand-cast printer
- Direct metal laser sintering, dies for plastic injection molding
- SLS plastic for lost wax casting
- Polyjet plastic for die development
- Fused deposition printing
- Mold milling
- Laser scanning, reverse engineering
- Private sector role
  - Small & Medium Enterprises
  - Original Equipment Manufacturers

- Industry training and workshops
- Applied research and manufacturing simulation
- Remote training
- University and college academics
- Middle and High school students
- Workforce development
- Displaced worker retraining



- Sand printing R&D
- Aggregate R&D
- Binder Development



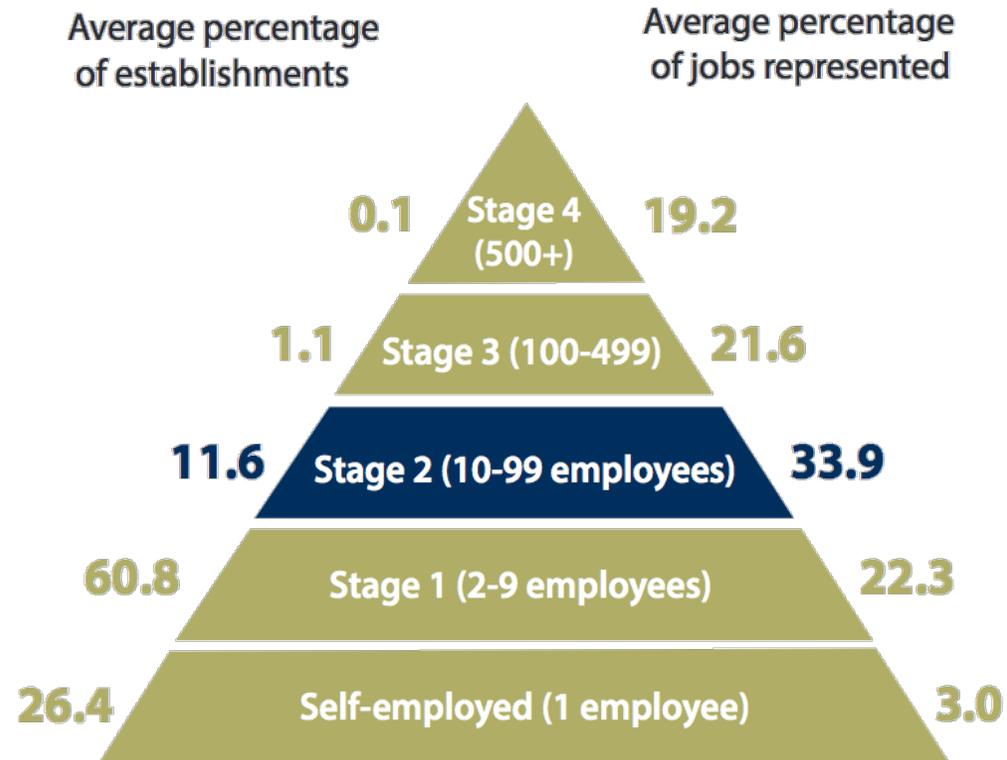


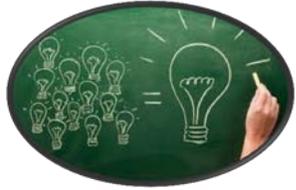
**Developing Business Leaders, Delivering  
Marketplace Intelligence**

Paul Kinghorn, UNI-Advance Iowa  
Dan Beenken, UNI-Advance Iowa

## Iowa's Statewide Consulting Program focused on Stage II businesses

### United States 1995-2012





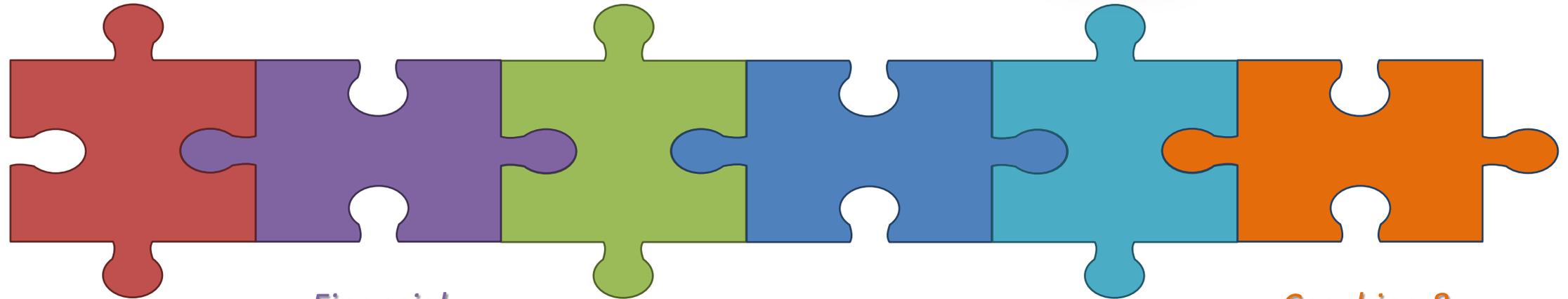
*Strategy  
Development*



*Market Intelligence  
(Economic Gardening)*



*Succession  
Planning*



*Financial  
Benchmarking*



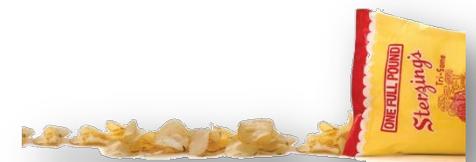
*CEO Peer  
Roundtable*



*Coaching &  
Consulting*



- 226 Client Engagements
- 40 Counties Served
- 140 New jobs created
- 39 New products &/or services introduced
- 9 Industry sectors served
- Battelle support



# ADVANCE IOWA

## Team

### Administration



Dan B. –  
Administration  
/Finance/Strategy



Jayne K. –  
Admin/Sales



Paul K. –  
Administration  
/Strategy/Leadership  
Development

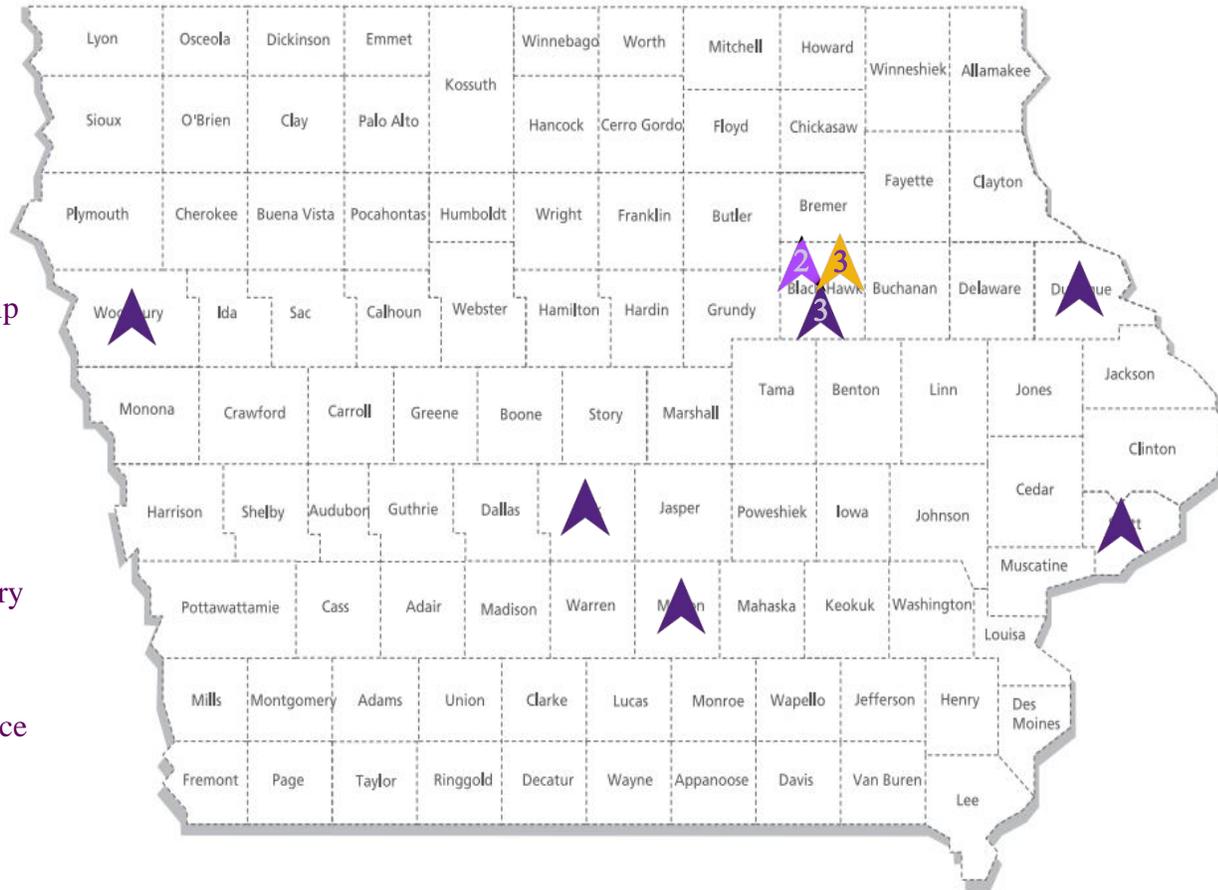
### Researchers



Drew C. –  
Marketing/Industry  
Research



Patrick L. –  
Market Intelligence



### Consultants



Lars Peterson –  
Succession Planning  
/Strategy



Scott Bailey –  
Finance/Business  
Development



Mark Hermann –  
Risk Mitigation/Sales



Dan Wubbena –  
Sales/Marketing



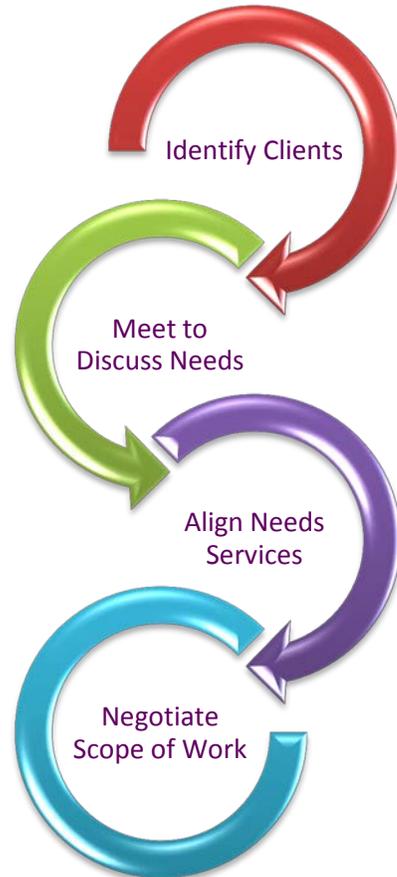
Joe Papp –  
Manufacturing  
/Operations



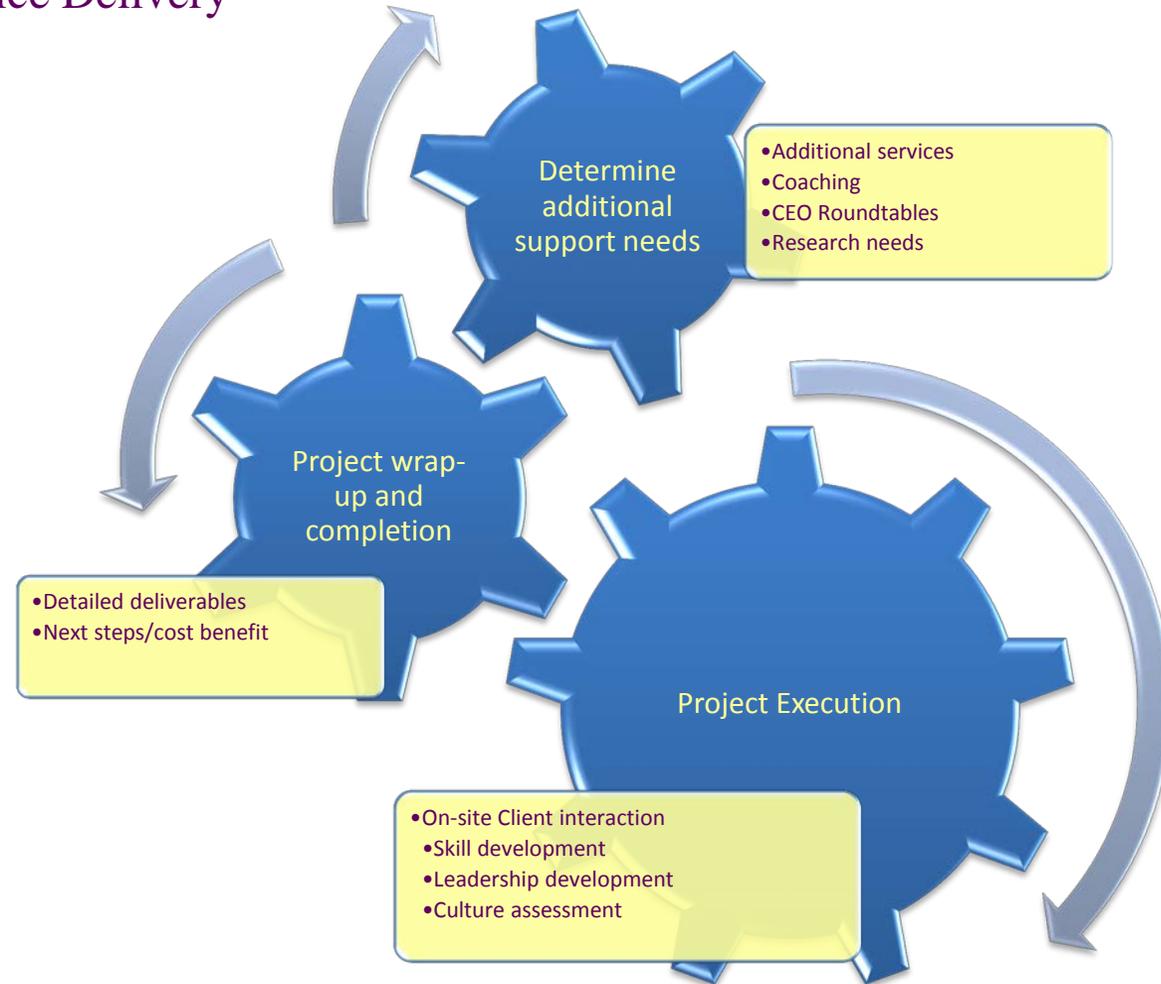
Phil Akin –  
Marketing/Leadership  
Development



## Deal Flow Identification



## Service Delivery



## Commercial Tower Construction Firm

- Ongoing facilitation of strategic planning process – mission/vision creation, core competency discussion, competitive landscape, 3-5+ year goals of the firm
- Focused discussions around staff/ownership dynamics

## Benefits Administration Firm

- Generational Transfer of ownership (G1 to G2)
- Facilitated discussions on business strategy, financial goals, family/staff relationships, roles/responsibilities, and time lines
- Developed Road Map of transition from G1 to G2

To view more testimonials, visit [www.AdvanceIowa.com](http://www.AdvanceIowa.com) or simply search for ‘Advance Iowa’ on YouTube

## Target: Early-stage & Rural Entrepreneurs

- 371 resource partners in database
- 39,824 users (69% were new in 2015)
- 64% users were Iowans
- 3:30 minute average session duration
- 806 events in statewide calendar

*\* Joint program with IEDA*



- 1283 Iowa small businesses served
- 3468 Since program inception
- Last impact survey (To Date)
  - \$1.54M Sales increase
  - \$2.41M Capital infusion
  - 104 new employees/ contractors
  - 112 New business starts
- Access to early-stage seed funding
- 100% statewide coverage
- Industry/Sector concentration
- 1012 total business entrants (Since Inception)
- \$210K in grant awards





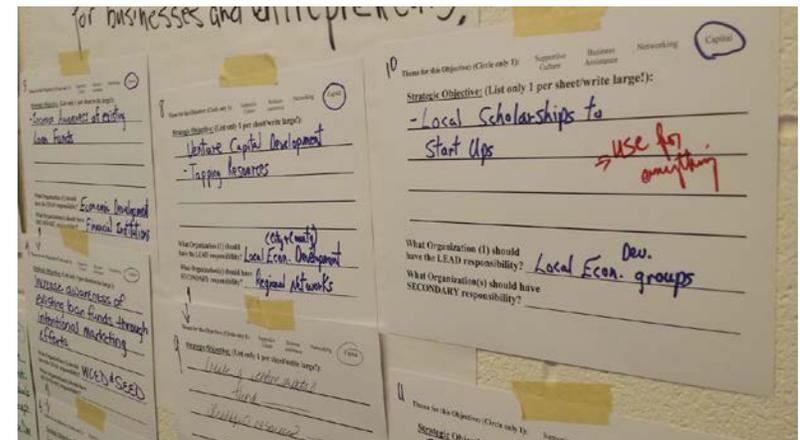
## Institute for Decision Making

- Hands-on assistance for local development groups for 29 years
- 735 communities, counties and organizations served
- Provides important economic development services



## Economic Development, Visioning and Marketing

- Iowa Tourism Industry Sector
- Future Forward Cedar Falls 2025
- Midwest Partnership
- Carroll County
- Indian Hills Development Group
- Ottumwa CVB



## Technical Assistance and Applied Research – expanding economic base

- Workforce – laborsheds, asset mapping, regional workforce plans, Skilled Iowa, Home Base Iowa
- LOIS – IEDA
- Iowa Competitive Index

## Entrepreneurial Regions

- EDA University Center
  - Region I – Adair, Audubon, Greene, Guthrie Counties
  - Region II – Hamilton, Wright Counties
    - 108 New Jobs      \$2.48 Million Economic Impact
  - Region III – Monona, Plymouth, Woodbury Counties
  - Region IV – Union, Adams Counties



# Regents Innovation Fund

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## Four Projects at UNI:

- Entrepreneurship business incubation
- Additive manufacturing
- Regional development
- Market research – Market Solve

# Thank You

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## Economic Development

- UNI Economic Development Programs \$1,095,212  
(2.7% increase)
- Regents Innovation Fund \$924,300 (30% of the total  
appropriation requested)
- FY17 Total Request                    \$2,019,512

For more information, please visit  
[www.bcs.uni.edu](http://www.bcs.uni.edu)

