



2019 Annual Report



Rand Fisher
President, IADG

At Iowa Area Development Group (IADG) we strive to make economic development simple, straight forward, and understandable. As such, our annual report is focused on facts, figures, and stories that share the accomplishments made possible by our IADG utility sponsors.

The annual report is our opportunity to showcase the collective success of our partnership and the engagement of our sponsors. Its content is a reflection of the commitment our IADG utility sponsors make to the citizens, communities, and members they serve.

Throughout 2020, IADG will be celebrating its 35th anniversary. This alone is an accomplishment that reflects ever so positively on the importance Iowa rural utilities place on investing in and supporting economic development.

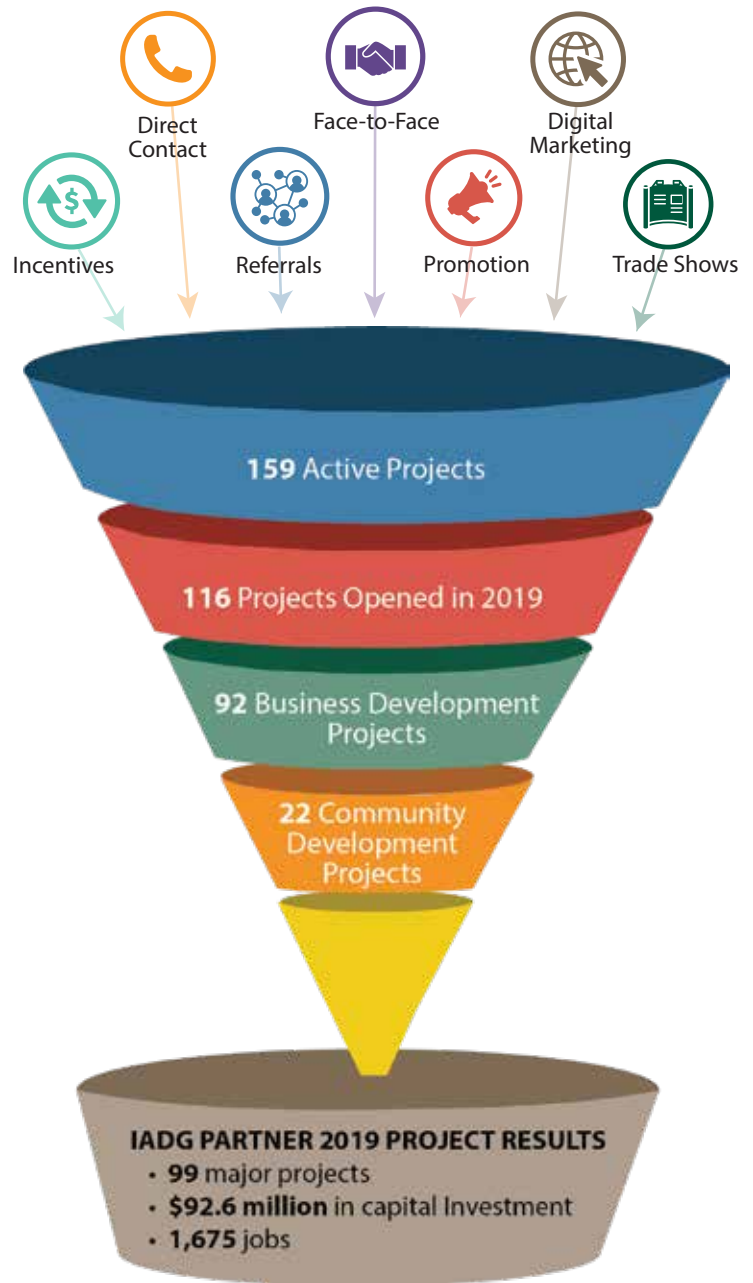
We hope that in reading and reviewing our annual report two things will strike you:

First, IADG is a powerful partner for addressing your economic development challenges and opportunities. Our sponsors, staff, services, and support bring together the experience, know-how, and tools necessary for economic development success.

Second, our utility partners are committed to a comprehensive approach to economic development that embraces both business and community development. Our partners are committed to helping existing and new businesses locate and grow. They also want to see the communities they serve remain prosperous and vital.

Project facilitation for our sponsors and clients is the focus of IADG. We hope our annual report will inspire you to call on our member utilities and IADG for economic development leadership and support.

IADG 2019 RESULTS AT A GLANCE



ADDITIONAL IADG PARTNER FACTS AND FIGURES

- 15 REDL&G Awards totaling \$13 million
- 67 RLF Loans Totaling \$74.5 million
- 14 IADG Community Foundation Grants Totaling \$49,300
- 5 Aureon Ripple Effect Grants Totaling \$28,000





REVOLVING LOAN FUND UTILIZATION SOARS

IADG partner RLF utilization continues to soar. Collaboration and regionalism were particularly evident in 2019 as seven organizations came together to support the expansion of Nutriom LLC in Panora and three IADG partners used their RLFs to make 21 small business disaster recovery loans following the Marshalltown tornado. Consumers Energy, Heart of Iowa Communications Cooperative, and Marshalltown Economic Development were recognized with a Business Retention & Expansion award by the Professional Developers of Iowa for this effort.



IADG salutes the **38 rural electric cooperatives, 11 municipal utilities and 24 independent telecommunication company members** that have created and are supporting projects in their area through Revolving Loan Funds. Member RLF assets now total **\$75 million**.

2019 IOWA VENTURE AWARD

Entrepreneurship and growth on member lines was celebrated at IADG's 2019 Iowa Venture Award ceremony. The eight companies honored accomplished the following:

- Over **\$535 million** in recent investment
- Over **2,300** Iowa employees and contractors
- Facilities in over **60 Iowa counties**
- Members and customers of **22 REC** and **4 Municipal** IADG members

Visit the **Iowa Venture Award Hall of Fame** to see all **272 companies** honored. www.IADG.com/HallOfFame



CONGRATULATIONS 2019 RECIPIENTS!



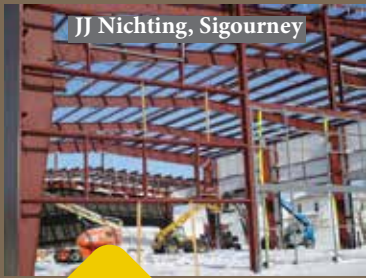
BUILDING INDUSTRIAL ASSETS

Access Energy, Northeast Power Cooperative, Fairfield, and Jefferson County pooled their resources and with the help of a grant from the USDA Rural Economic Development Loan & Grant (REDL&G) program, cut the ribbon on a new 30,000 sq. ft. speculative building in the new Fairfield Business & Industrial Park. This building is the **75th shell building** constructed by IADG utility partners.



Industrial parks offer the opportunity for business growth of all sizes. One of the largest acquisitions with an IADG partner property came with the purchase of the 230-acre Butler Logistics Park near Shell Rock for TrinityRail's maintenance facility. Butler County REC secured a \$2 million pass-through loan from the USDA REDL&G program for necessary upgrades to the park in 2019.





JJ Nichtig, Sigourney

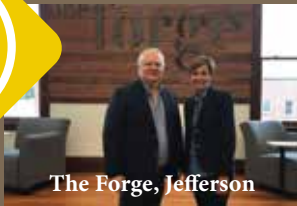
FOSTERING INDUSTRY GROWTH

Every target market of IADG partners witnessed growth, investment, and job creation in 2019. IADG industry targets include:

- Value-Added Agriculture & Food Production
- Advanced Manufacturing
- Information & Communications Technology
- Healthcare
- Logistics and Warehousing
- Services



ReNewTrient 1, Wright County



The Forge, Jefferson



Site for new Trinity Rail Facility



Nutriom, Panora



Hinterland Dairy, Donnellson



Graettinger-Terrill Community School District



Monroe County Hospital & Clinic

Cherokee Regional Medical Center



IADG ENERGY BANK REVOLVING LOAN FUND

The IADG Energy Bank made its **19th loan** in 2019. With many rural community grocery stores in jeopardy, a loan for energy efficiency equipment and systems for Prairie Market in Paulina was truly inspirational. That the new equipment came from Hillphoenix, an IADG Venture Award recipient, made it even more special. Recent Energy Bank Loans have gone to Powerlift, served by Midland Power Cooperative and Trinity Fabricators, served by Allamakee-Clayton REC for job creating and load-building energy efficiency equipment.

HEALTHCARE AND EDUCATION FOR RURAL COMMUNITIES

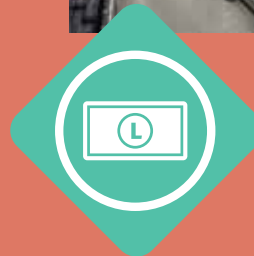
Providing high-quality medical services and education for rural Iowa communities remains a top priority for Iowa's rural utilities. In 2019, there were more success stories than can be shared. We have included a sampling for your review. Suffice it to say, if you have new or enhanced healthcare or educational facilities in your rural community, there is a good chance IADG partners and USDA Rural Development helped make it possible.



Prairie Market, Paulina



Trinity Fabricator, New Albin



Power Lift, Jefferson



Ripple Effect Grant for West Liberty



USDA Award Announcement, Stanton



Ripple Effect Grant for Sioux Center



THE RIPPLE EFFECT PROGRAM - AUREON AND IADG PARTNERSHIP

Aureon signed a five-year extension of the partnership with IADG to support economic development initiatives for the rural independent telecommunications companies (ITCs). Leadership also transitioned to Brittany Morales to lead the Ripple Effect program. Iowa's ITC community is also stepping up big to help rural communities and areas get high-speed broadband. Three multi-county areas of Northwest Iowa, Southwest Iowa, and Southcentral Iowa garnered \$35 million in USDA ReConnect grants and loans to expand their networks.



COMMUNITY AMENITIES CONTINUE TO EXPAND

Through feasibility studies, revolving loan funds, rebates, local equity drives, and even electric charging stations, IADG partners are helping communities develop additional lodging and meeting space.

Pictured above is the groundbreaking for a new 33-room hotel in Corning and the 46-room GrandStay Hotel & Suites in Rock Valley.



FIND (FULFILLING IOWA'S NEED FOR DENTISTS)

In 2019 IADG's collaboration with Delta Dental on the FIND program brought new dental practices to Keokuk, Iowa Falls, Charles City, and Emmetsburg/Algona. Also announced were upcoming placements in Denison, Dysart, Missouri Valley, and Stuart. Through 2019, the program has successfully placed **48 dentists** in underserved rural communities.

IADG partners are also assisting dental facilities statewide. Butler County REC supported an expansion of Hometown Dental in Charles City. East-Central Iowa REC also provided financial support to Pipho & Gingrich Family Dentistry for the construction of a new facility in Dysart.



HOUSING FOR RURAL IOWA

The critical need for workforce housing in rural Iowa was a priority for IADG partners in 2019. Our IADG Community Foundation support helped make the 10-home Bear River Cottages, a pocket neighborhood, groundbreaking in Maquoketa possible.

After years of development, **Housing 360** constructed its first home and worked with communities throughout the state to identify available lots and subdivisions for the future. The **Homes for Iowa** program is also constructing rural housing where it is most needed. This partnership between Iowa Prison Industries and Iowa Council of Government's is supported by Governor Kim Reynolds and is included in the recommendations for the Empower Rural Iowa initiative. IADG is also pleased to be assisting with State housing tax credit applications.



INITIATIVES FOR RURAL IOWA

Empower Rural Iowa and the Iowa Rural Development Council

IADG and its member partners have taken an active role in assisting and supporting the Governor and Lt. Governor with the Empower Rural Iowa Initiative and the work of the Iowa Rural Development Council. Serving on the taskforces, making recommendations, and sponsoring meetings were part and parcel of the leadership and support rural utilities have demonstrated.



Iowa Area Development Group 1985 – 2020

As IADG celebrates **35 years** of rural economic development leadership, we greatly acknowledge and thank the rural utilities who make our mission of business and community development possible.

Central Iowa Power Cooperative

Clarke Electric Cooperative
Consumers Energy
East-Central Iowa Rural Electric Cooperative
Eastern Iowa Light & Power Cooperative
Farmers Electric Cooperative
Guthrie County Rural Electric Cooperative
Linn County Rural Electric Cooperative
Maquoketa Valley Electric Cooperative
Midland Power Cooperative
Pella Cooperative Electric Association
Southwest Iowa Rural Electric Cooperative
T.I.P. Rural Electric Cooperative
SIMECA Member Systems

Corn Belt Power Cooperative

Butler County Rural Electric Cooperative
Calhoun County Electric Cooperative Association
Franklin Rural Electric Cooperative
Grundy County Rural Electric Cooperative
Iowa Lakes Electric Cooperative
Midland Power Cooperative
Prairie Energy Cooperative
Raccoon Valley Electric Cooperative
NIMECA Member systems

Northwest Iowa Power Cooperative

Harrison County Rural Electric Cooperative
Iowa Lakes Electric Cooperative
Nishnabotona Valley Rural Electric Cooperative
North West Rural Electrical Cooperative
Western Iowa Power Cooperative
Woodbury County Rural Electric Cooperative
WIMECA Member Systems

Northeast Power Cooperative

Access Energy Cooperative
Chariton Valley Electric Cooperative
Southern Iowa Electric Cooperative

Allamakee-Clayton Electric Cooperative
Heartland Power Cooperative
Lyon Rural Electric Cooperative
Osceola Electric Cooperative

The Independent Telecommunications Shareholders of Aureon

AUREON

IADG
Iowa Area Development Group
PARTNERS IN PROGRESS



Your
Partners in Progress
for
Business
and
Community
Development

2600 Grand Avenue, Suite 430
Des Moines, Iowa, 50312
800-888-4743
www.IADG.com
iadg@IADG.com