

IADG Ventures

Iowa Area Development Group

PARTNERS IN PROGRESS

800-888-4743

2ND QUARTER 2021

Coops Support Industrial Site Development

For three and a half decades, Iowa's electric cooperatives have supported the development of **95 industrial parks** totaling over **7,250 acres** of property to support growth. Why is this important? Industrial parks are instruments for attracting business investment and for creating jobs. Established industrial parks generate comparative and competitive advantages that attract innovative businesses, leading to more jobs and a larger tax base.

The **Butler Logistics Park** is a prime example of the significant development that can happen as a result of available industrial space. Since the creation of the 92-acre first phase in 2014, the park has seen phenomenal expansion and success. Phase one is now home to POET ethanol plant, American Colloid, Zinpro, as well as a rail classification yard serving up to 150 cars for Iowa Northern Railway. The 230-acre phase two was quickly purchased in 2019 by TrinityRail, a \$60 million facility for rail repairs, maintenance, and modifications. This project created approximately 250 jobs. In 2021, Shell Rock Soy Processing, a new start-up venture, purchased approximately 100 acres in the third phase of the park to construct a soy processing facility scheduled to open in 2022. When fully operational, this facility will employ 50-60 workers and is expected to crush 38.5 million bushels of soybeans annually. Currently, 60 acres are available on the south side of the park for additional development. This is truly a "build it and they will come" story made possible through important partnerships between **Butler County REC**, local, regional, state, and federal partners.



In early June, a groundbreaking ceremony was held to recognize the beginning of construction on the **Calhoun County Business Park**. This is the county's first business park and is strategically located at the intersection of U.S. Hwy. 20 and Hwy. 4 north of Rockwell City. The 16.5-acre first phase is currently under development. When all four phases are complete, the park will provide 115 acres of industrial space. Top prospects for the park include cold storage, warehouse/distribution, and logistics companies. **Calhoun County REC** and **Corn Belt Power Cooperative** provided financial support for this park development.

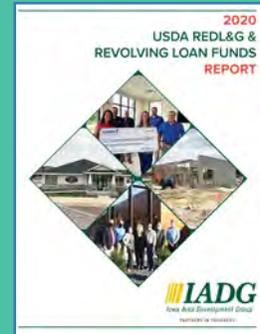


Stanton recently broke ground on the 22-acre **Stanton Technology Park** located on the city's northeast side at the intersection of Highway 34 and Halland Avenue. Farmers Mutual Telephone Company (FMTC) will be providing robust technology and connectivity capabilities to the park necessary to attract hi-tech companies looking to locate in a rural area. The Stanton Child Resource Center will be the first business to locate in the park. An onsite daycare is a perfect amenity to attract companies to the park. Both **Southwest Iowa REC** and **FMTC** have provided financial support will serve the park's electric power and technology needs.



Additional industrial and business parks in various stages of development are located across Iowa, including Algona, Estherville, Humboldt, LeMars, Marion, and more. Visit IADG.com/sites-buildings to view available properties.

2020 RLF Report



Highlights

REDL&G Program Funds

- In 2020, IADGs members received over \$17M from the REDL&G program to help Iowa's economy.
- This funding helped spur \$76M of new capital investment and created and retained 1,837 jobs.
- Cumulatively, IADGs members have received a total of 373 REDL&G awards totaling \$158.5M since the program was created.
- Utilizing REDL&G, cumulative awards by IADG members have been part of \$1.28B of new investment in rural communities and created or retained 24,337 jobs.

Revolving Loan Funds

- 72 Iowa rural utilities operate revolving loan funds. This includes all of IADGs member electric cooperatives and a large number of municipal electric and independent telecommunications companies.
- The combined total of USDA funding and local matching funds from the utility, the RLFs total \$78M.
- From these revolved funds, the RLFs have made over 1,050 loans totaling almost \$93M. These projects have spurred \$781M of capital investment and created and retained over 13,200 jobs.

View the full report at
IADG.com/publications



\$3.55 Million in USDA Funding for Projects

Iowa communities benefit from rural utility funding secured through the USDA Rural Economic Development Loan & Grant (REDL&G) program. Recently \$3.55 million was awarded to support projects in Camanche, Edgewood, Lenox, Pella, Wellsburg.

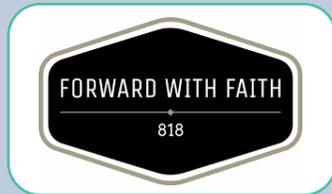
The USDA REDL&G program provides zero-interest pass-through loans (REDL) to support projects that will create and retain jobs in rural areas. Grants (REDG) initially establish, then enhance local Revolving Loan Funds. IADG is proud to partner with our utility partners to write and submit the REDL&G applications.

818 Forward with Faith

is constructing a second home in Pella, Iowa. This new house will provide an environment that allows for independence, social interaction, and engagement with the community for women with intellectual disabilities. The new women's home will include four private rooms and spaces where residents and families can gather and socialize with amenities that provide the atmosphere of home. They are scheduled to break ground this fall and complete the facility by Spring of 2022.

This will be a companion facility to the first home, which was opened in 2019 for men. 818 Forward with Faith is a non-profit organization created by Jerry and Judy Fynaardt after their son, who has cerebral palsy and was injured in a 2016 accident on 8-18. Their son required greater assistance than they could provide at home, and the solution they created is 818 Forward with Faith.

Utility: **Pella Cooperative Electric Association**
 REDG: **\$300,000 Award to enhance existing RLF**
 RLF Match: **\$60,000 from Pella Cooperative Electric Association**



Dr. Maria Fuller operates **Fuller Family Dental** in Corning, Iowa. She is now excited to be expanding her services to include a satellite office in Lenox. The new practice will be located in an existing building, originally built as a dental practice, on Main Street in Lenox. The building will be updated and outfitted with new technology and equipment. The office will start with two full operatories and have room for future expansion. Dr. Fuller expects the office to be officially open this fall.

Utility: **Lenox Municipal Utilities**
 REDG: **\$250,000 Award to create new RLF**
 RLF Match: **\$50,000 from Lenox Municipal Utilities**



Edgewood Locker

is embarking on the construction of a 19,000 sq. ft facility in Edgewood. The additional space will help satisfy demand from wholesale and retail customers. It is expected to quadruple the volume of the wholesale business, increasing the production of products such as jerky, sausage, and more. As of early this year, Edgewood Locker's processing capacity for individual farmer-owned beef was sold out through 2021 and 2022. Owners expect the new facility to open next year and anticipate adding 14 full-time jobs for the community.

Utility: **Central Iowa Power Cooperative**
 REDL: **\$1,000,000 Award**



Naeve Family Beef

in Camanche plans to construct a 14,000 sq. ft., state-of-the-art processing and packaging facility this year. The startup company will provide locally raised protein products to local consumers, retailers, restaurants, grocery stores, and food distributors. It will also offer custom processing and packaging to farmers across the Midwest. The new plant is expected to process 50 head-per-day and create 45 to 50 new jobs for the region.

Utility: **Central Iowa Power Cooperative**
 REDL: **\$1,000,000 Award**



Snittjer Grain Co. Inc.,

headquartered in Wellsburg, will be constructing a new grain facility in rural Grundy County, in an area severely impacted by the 2020 derecho. This new four-million-bushel grain storage facility will include two 20,000 bushels per hour receiving pits and a receiving building. State-of-the-art technology will minimize the amount of time a truck remains at the facility, as well as monitor temperature and moisture levels in the bins. Farmers in this underserved area will be able to invest in this new facility and receive a better resale value than they typically would get from a farm site.

Utility: **Grundy County Rural Electric Cooperative**
 REDL: **\$1,000,000 Award**



Bovard Studio Business Expansion

Bovard Studio, Inc. received a loan from **Access Energy Cooperative's** RLF for a business expansion project in Fairfield. The company is experiencing growth due to interest in its patented vented frames that can be customized for any application. Funds will help build an additional 12,000 sq. ft. building dedicated to frame production. The expansion will allow for an over 200% production capacity, include a professional paint booth, and room for expansion for two additional frame production employees.



Bovard Studio was founded in 1985 in Fairfield, Iowa, on a site that was the original livestock sale barn for southeast Iowa. Bovard's work is acclaimed and was recognized with historic renovation awards in 2020 in New York City and Connecticut. They have evolved into the premier stained-glass studio providing integrated, long-term solutions integrating patented frame systems, art glass, and protective covering. Pictured left to right: Burt Chojnowski, President Bovard Studios; Kevin Wheeler, General Manager/CEO Access Energy Cooperative; Ronald Bovard, CEO Bovard Studios.

Coon Rapids Hardware Expansion/Renovation

Coon Rapids Hardware is completing an expansion and renovation project in a new location on Main Street in Coon Rapids. The new store will be relocating one block away from the current location, which will allow them to triple the space to meet their expansion needs. **Corn Belt Power** loaned \$150,000, **Raccoon Valley Electric Cooperative** loaned \$50,000, and Region XII Development Corporation loaned \$50,000 from their respective Revolving Loan Funds to help with the project. The new store is expected to be opened in July. Pictured left to right are Jim Gossett, Raccoon Valley Electric Cooperative; Adam Esdohr, Duane Esdohr & Robyn Esdohr, all with Coon Rapids Hardware; Tami Lehmann, Region XII Development Corporation; and Brittany Dickey, Corn Belt Power Cooperative.



Pipho Dentistry Opens New Facility in Denver

Pipho Dentistry is constructing a 2,100 square foot dental clinic in Denver, Iowa. The project will be completed in late 2021 and will create ten new jobs over the next three years. **Corn Belt Power** received a USDA Rural Economic Development Grant (REDG) for \$360,000 and also provided \$176,000 in additional funds to be loaned to the project from Corn Belt Power's IRP fund. Pipho Family Dentistry was started in 1978 in La Porte City by Dr. Donna Pipho. The business now has dental offices in La Porte City, Dysart, and Denver. Pictured left to right: Brittany Dickey, Corn Belt Power; Katie LaBree, Butler County REC; Dylan and Dr. Bob Pipho, Pipho Family Dentistry.



Butler Logistics Park Future Expansion

Butler County REC loaned \$208,000, and Corn Belt Power loaned \$52,000 from their respective Revolving Loan Funds to the Butler-Grundy Development Alliance to purchase an acreage near the Butler Logistics Park for future expansion and infrastructure needs. The Butler Logistics Park has seen incredible growth since it started in 2006, including Trinity Rail Maintenance Services and the Shell Rock Soy Processing project. Pictured left to right: Katie LaBree, Butler County REC; Jeff Kolb, Butler-Grundy Development Alliance; Brittany Dickey, Corn Belt Power.



Ripple Effect Awards Support Community Growth

IADG is proud to partner with Aureon on the Ripple Effect program, which provides significant technical assistance and financial support for community planning grants and loan assistance to businesses. Clayton County and Stanton received two recent awards.

Clayton County Development Group received \$3,500 through **Aureon** and **Northeast Iowa Telephone Company** for a county-wide housing needs assessment. The study will determine the number of housing units needed to keep pace with the area's growing workforce, identify the housing types needed to meet the local cost of living requirements, and assist in creating a gap financing program to encourage new housing development.

Farmers Mutual Telephone Company and **Aureon** each contributed \$5,000 toward the creation of the Stanton Technology Park to be located on the northeast edge of Stanton. With reliable and redundant fiber option broadband provided by FMTC, the **Stanton Technology Park** will become a viable option for businesses heavily reliant on technology and connectivity. The first tenant in the park will be the Stanton Child Resource Center which is expanding its capacity by 50 children by building a new facility.

To learn more about the assistance provided through the Ripple Effect program, visit RippleEffectWorks.org or contact **Brittany Morales** at bmorales@iadg.com.



Guthrie County Hospital Groundbreaking



Guthrie County Hospital and GCH Clinics in Panora held a groundbreaking ceremony at the end of April at the site of the new clinic construction in Panora. The 6,800 sq. ft. clinic will include family medicine, walk-in clinic, radiology, and laboratory services. Construction is underway in the Panora Telco Business Park, with the opening slated for early winter of 2021. **Panora Telco** provides telecommunications and broadband infrastructure to the park. Electric power will be provided by **Guthrie County REC**.

Ramsey's Market Making Impact in Rural Iowa



Since moving to Lenox and purchasing the local grocery store in 2015, the Ramsey family has positively impacted west-central Iowa. Operating grocery stores in Lenox and Manning and now providing refrigerated food lockers, the Ramsey's are doing their part to combat the food desert that exists in many parts of rural Iowa.

A food desert is an area where access to healthy, affordable food options is limited or nonexistent because of the lack of grocery stores in the area. In early June, Fresh Out of the Box, owned and operated by Theo and Bonnie Ramsey, opened for business in Walnut, Iowa.

Fresh Out of the Box customers purchase their groceries online from the Ramsey's Market in Lenox or Manning. They get a notification when their delivery is ready to pick up at the refrigerated Fresh Out of the Box location. The customer enters a code on the locker screen and then has access to retrieve their groceries. The Fresh out of the Box refrigerated food locker in Walnut is the first in a pilot program of eight lockers that will serve 32 small communities in Iowa.

The Ramsey's are also continuing to upgrade their grocery store in Lenox. Outdated refrigeration and freezer cases are being replaced with new energy-efficiency units, resulting in less food spoilage and energy savings. In addition, the current fluorescent lightbulbs will be replaced with LEDs which will provide a pleasing shopping experience and generate further efficiency and savings. This upgrade is being supported by the **IADG Energy Bank**, a revolving loan fund that is focused on making loans to businesses and industries for qualifying energy efficiency projects within Iowa. Loan amounts range from \$50,000-\$300,000. Preference is given to manufacturers. For more information, visit IADG.com/EnergyBank or contact **Bruce Nuzum** at bnuzum@iadg to learn more.



Meissen Recognized for 24 Years of Service with IADG

IADG and its partners express great appreciation and recognition to Mike Meissen as he retires after over two decades as V.P. of Value-Added Agriculture for IADG. Mike developed an invaluable network of partners and resources to support agribusiness expansion and farm operation development across Iowa. The results of Meissen's efforts will continue to provide impact across Iowa for many years to come. We wish Mike all our best as he travels through this new adventure. IADG looks forward to welcoming a new team member to assume these value-added agriculture duties soon.



Mark Your Calendar and Plan to Attend

Iowa Rural Summit

August 18-20, 2021
Cedar Rapids, IA

The Summit is sponsored by the Iowa Rural Development Council (IRDC), a public-private state non-profit that supports small towns addressing issues such as housing, broadband access, business development, and leadership. Visit IowaRDC.org/summit for more information and to register.



Professional Developers of Iowa Fall Conference

September 29-October 1
Ottumwa, IA

The Professional Developers of Iowa present the 2021 Fall Conference with the theme REIMAGINE: Yourself, Your Opportunities, Your Community, Your Organizations. For more information and to register, visit PDI.com/conferences.



National Rural Economic Developers Association Annual Conference

November 10-12, 2021
Louisville, KY

This conference features sessions including real-life economic development success stories and out-of-the-box thinking strategies to offer creative solutions to common industry challenges. More details are available at nreda.org.

