

Iowa Area Development Group



Partners in Progress for Business and Community Development

Who We Are

Iowa Area Development Group (IADG) is the Business and Community Development Leader for Iowa's Member Owned Utility Sponsors & Partners:

150 Member Owned Utilities:

- -  **Rural Electric Cooperatives**
 -  **Member Municipal Electric Systems**
 -  **Independent Telecommunications Companies**

IADG also does work outside of Iowa.



Sponsors and Partners

ELECTRIC UTILITIES

Iowa Area Development Group is the business and community development leader for over 150 Member-Owned Electric Cooperatives, Municipal Utilities & Telecommunication Companies.



Ripple Effect, a partnership alliance between Aureon and Iowa Area Development Group, is designed to advance the business and community development vitality of rural Iowa by joining local Independent Telecommunications Companies and their communities in their economic development initiatives.

INDEPENDENT TELECOMMUNICATIONS COMPANIES

Meet the Team



Bruce Nuzum
President / CEO



Bruce Hansen
V.P. Business
Development



Brian Tapp
V.P. Value-Added
Agriculture



Ethan Pitt
V.P. Community
Initiatives & Ripple
Effect Program Director



Steven Benne
V.P. Development
Finance



Susie Wilhite
Office Manager

What We Do



Site & Building Selection for Clients



Technical Assistance & Data Resources Incentive



Financial Packaging



Marketing Support: Electronic / Trade Shows / Prospecting

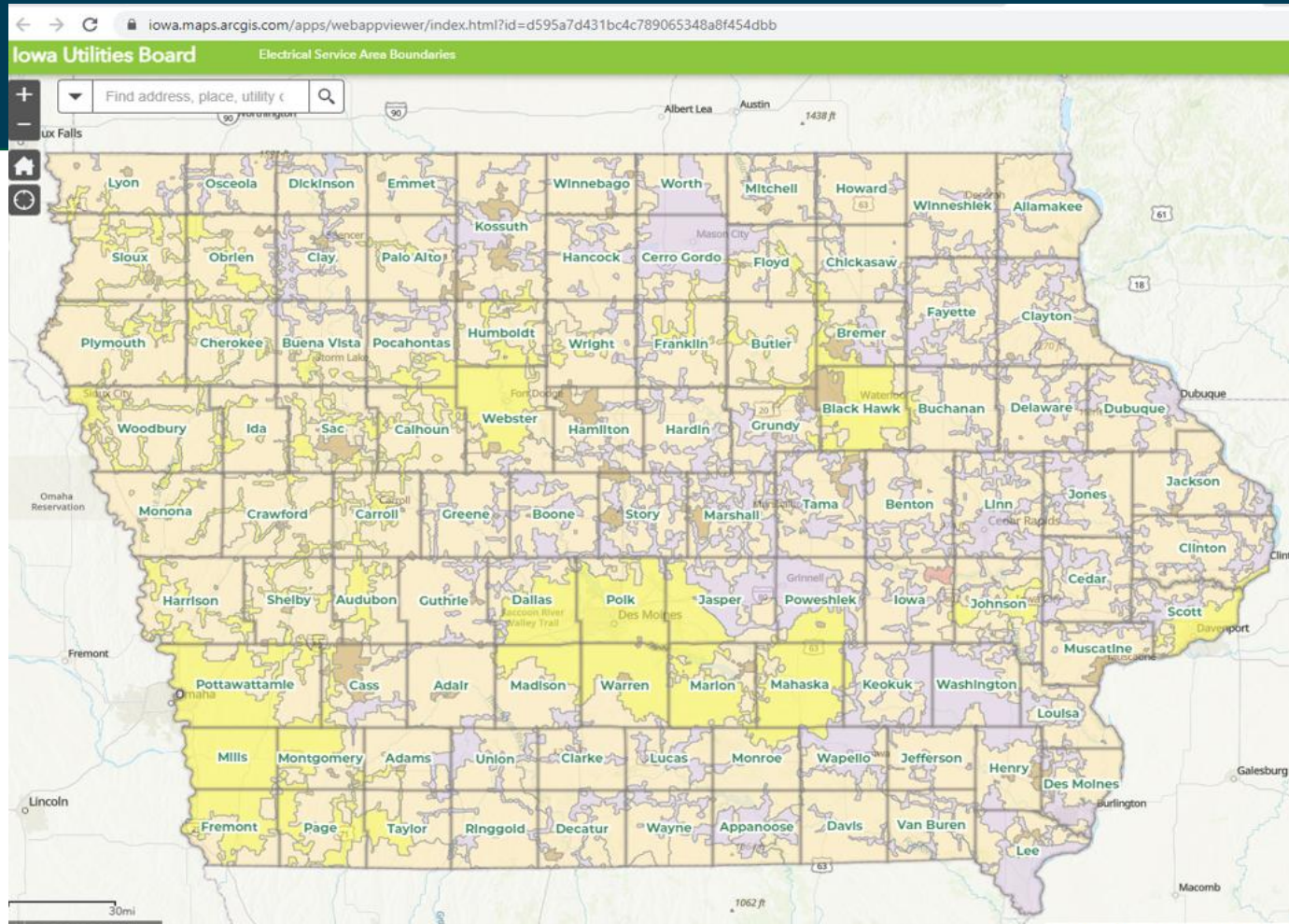


**Community Resources & Services
IADG Community Foundation**



Existing Business Programs & Support

Iowa Service Territory Map



<https://iowa.maps.arcgis.com/apps/webappviewer/index.html?id=d595a7d431bc4c789065348a8f454dbb>

Confidential Site Selection Assistance

...over 150 properties statewide

VISIT www.IADG.com TO VIEW THESE AND OTHER PROPERTIES IN IOWA.



ROCK VALLEY



- Rock Ridge Business Park**
- 35 Acre Site
 - U.S. Hwy 18 Frontage
 - 40 Minutes to Sioux Falls
 - Fully Served Park

SPIRIT LAKE



- East Lakes Industrial Park**
- 130 Acre Site
 - U.S. Hwy 71 Frontage
 - 20 Minutes to I-90
 - Fully Served Park

MONA



- Heartland Power Rail Site**
- 400 Acre Site
 - Dual Rail Site
 - 15 Minutes to I-90
 - 25 Minutes to I-35

NEW HAMPTON



- New Hampton Industrial Park South**
- 120 Acre Site
 - Minutes to U.S. Hwy 63
 - 40 Minutes North of Waterloo
 - Full Served Site

SPENCER



- Green Industrial Center**
- 140 Acre Site
 - Minutes to U.S. Hwys 71 & 18
 - 40 Minutes to I-90
 - Full Infrastructure On-Site



IOWA FALLS



- Iowa Falls/Hardin County Industrial Rail Site**
- 215 Acre Site / Certified Site
 - Dual Rail Capabilities
 - Minutes North of U.S. Hwy 20
 - 15 Minutes East of I-35

SIOUX CITY



- Southbridge Business Park**
- 73 Acre Site / Certified Site
 - Minutes West of I-29
 - Minutes South of Sioux City & Regional Airport
 - Rail Spur(s) and Full Infrastructure On-Site

ROCKWELL CITY



- Calhoun County Business Park**
- 115 Acre Site
 - Access to US Hwy 20 and Hwy 4
 - 56 Miles to I-35 and 90 Miles to I-29
 - Opportunity Zone

EAGLE GROVE



- Wright County Agribusiness Park**
- 75 Acre Site
 - 20 Minutes West of I-35
 - Located South of Prestage Foods
 - Fully Served Site

PERRY



- Perry Industrial Park**
- 134 Acre Site / Certified Site
 - 25 Minutes to I-35 and I-80
 - 30,000 sq. ft. shell building available
 - Fully Served Industrial Park

FAIRFIELD



- Fairfield South Business & Industrial Park**
- 57 Acre Site
 - Adjacent to US Hwy 34
 - Fully Served Park

Accomplishments



Projects - Over 2,530



Investment - Over \$14.1 Billion



Jobs (new and retained) - Over 58,500



Spec. Buildings - 76 with 2.2 million sq. ft. building space



Industrial Parks - 95 with 7,239 acres industrial land

Business Development Approaches



Business retention and expansion: Enhancing existing business growth (80% from within).



Business recruitment: Attracting new business.



Business creation: Encouraging the growth of new businesses (*startups – every business was a one*).

Existing Business Reminders:

➤ Some Good To Know Items

- ✓ Sales Tax Exemption on Energy for Processing
...**Other / R&D, Sales & Use Tax
- ✓ USDA Programs / IADG \$250 Million
- ✓ IADG Energy Bank / 1% Money
- ✓ CIRAS / Strategic Advisors

Community Development Efforts

- ✓ USDA Grant Program for Community Project Sponsored by the Utility
- ✓ Local Revolving Loan Funds (RLFs)
- ✓ Ripple Effect Program Through Aureon the Independent Telcos
- ✓ FIND Program Through Delta Dental
- ✓ IADG Community Foundation

Stay Connected



We are looking forward to staying in touch! If you need anything, please don't hesitate to contact us.

We are here to help you be successful in Iowa!

Bruce Hansen, Vice President Business Development



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www.IADG.com
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