

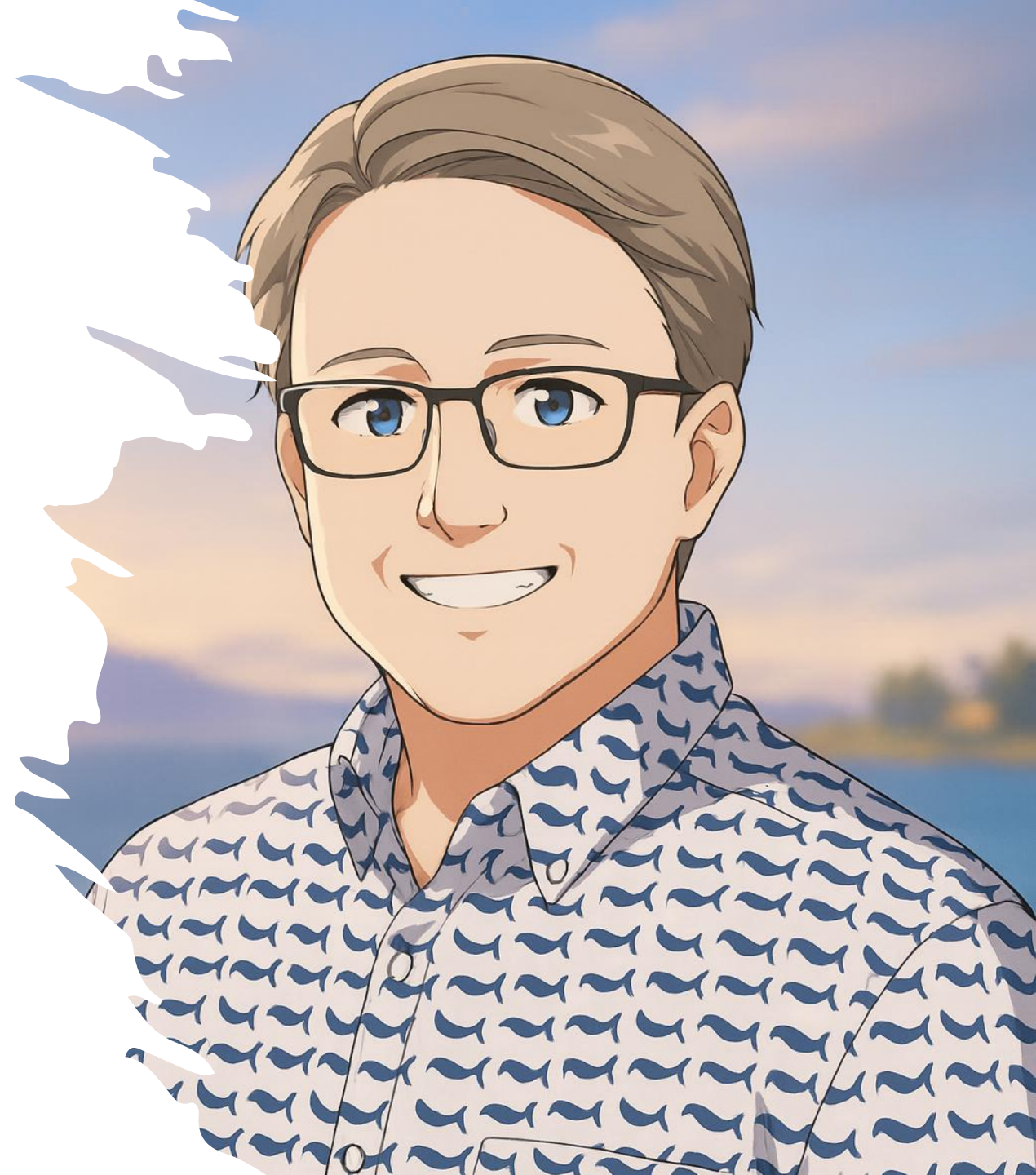
History of Economic Development in Iowa



Who We Are

Clark Smith

- 1985 - Hampton Area Chamber & Economic Development
- Iowa Development Commission/Iowa Department of Economic Development
- Peoples Natural Gas UtiliCorp/Aquila now Black Hills Energy
- Smart Solutions Group



Who We Are

Bob Henningsen

- 1980 - Council Bluffs Chamber of Commerce
- Scottsbluff, Nebraska/Nebraska Panhandle Region
- Iowa Development Commission/Iowa Department of Economic Development
- Smart Solutions Group Founder



Who We Are

- Strategic Planning/Mergers and Alliances
- EDC Forge
- Executive Searches



Smart Solutions Group

Start of Economic Development in Iowa

Early 1900's- Chambers of Commerce lead economic development

1940-The Iowa Industrial Resources & Defense Council

The initial emphasis was to promote industrial development in Iowa to support the war effort.

1945 – Iowa Development Commission

1954- Civil Defense became its own agency

1986 - Iowa Department of Economic Development

2011 – Iowa Economic Development Authority

Directors

- 1940 Exec Sec Rodney Selby Called Iowa Industrial Resources& Defense Council
- 1945 July Iowa Development Commission Rodney Selby
- 1953 July T.E. Davidson
- 1957 Dec Edgar B. Storey. Minutes became a lot shorter
- 1963 C.E. Worlan
- 1968 E.L. Johnson
- 1969 Chad Wymer
- 1973 Del Van Horn
- 1981 William Bestmann
- 1982 Dave Swanson
- 1983 Jack Bailey

Directors

- 1985 Don Chartier
- 1986 Allan Thoms
- 1989 Dick Timmerman
- 1990 Allan Thoms
- 1994 David Lyons
- 2000 CJ Niles
- 2002 Michael Blouin
- 2005 Mary Lawyer
- 2007 Mike Tramontina
- 2010 Bret Mills
- 2011 Debi Durham

Significant Programs

1985 Iowa Lottery Formed and Funding flowed to Economic Development

- **These Incentive programs were established:**
- -CEBA-Community Economic Betterment Account
- -RISE- Revitalize Iowa's Sound Economy
- They were **game changers**



Significant Programs

- CEPP-Community Preparedness Program was established with outreach to locals
- University Research Parks—seed money provided to organize parks in Ames and Coralville
- **Major Expansion of State Marketing Budget—Put Iowa on the Map**



Large Project Incentives/Made Iowa a Player

IPSCO Project was the driver



Funny Stories

- Simulated Visits
- Big projects-big changes



Observations of Success

- Great leadership---active, interested and involved
- Have a plan—Avoid “mission creep”
- Take care of your existing business
- Have a product to sell
- Communicate internally often and then communicate more!



Thank You

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Smart Solutions Group