

Look at What We've Accomplished **TOGETHER!**



Palo Alto Economic Development Corporation attempts to set challenging goals each year. We begin fiscal year 2009 – 2010 with predictions of a national recession. This forecast could pose significant obstacles for some areas of Iowa and the country. At PACEDC, we feel that Palo Alto County is well positioned to weather an uncertain economic storm. The diversification in our industries, the strong labor market, and the sound professional partnerships forged over the years form the foundation for not only overcoming an adverse economic environment but more so excelling in it.

Partnerships

Work with **Iowa Department of Economic Development** to research and identify financial assistance programs to aid businesses with start-ups and expansions. Funds are awarded from a variety of programs based on factors such as job creation, employee wage thresholds, company benefits and the impact of the project on the Iowa economy.

PACEDC Executive Director serves as the Past President of **Professional Developers of Iowa**, which is a State Board, and has served on the PDI Board of Directors for three years.

Continued to work with a Regional Organization **Mid Iowa Growth Partners**, which consists of 9 counties. PACEDC Director serves as Past President of the regional organization.

Work with **Iowa Lakes Community College** in identifying and promoting business-training classes that will assist new and existing business.

Assist startup businesses to work with **Iowa Small Business Development Center** of Spencer and the **NIACC Pappajohn Business Accelerator** Office in Mason City.

Assist with sponsoring events through utility partnership grant programs with **MidAmerican Energy, Alliant Energy, Iowa Lakes Electric Cooperative, Bancroft Municipal Utilities, Whittemore Municipal Utilities, Humboldt County REC and Algona Municipal Utilities.**

Work with **USDA Rural Development** to identify grant programs for new start up businesses, along with professional assistance from Iowa Area Development Group.

Work with **North Iowa Area Council of Governments and NW Iowa Planning** to identify community and business grant opportunities for community development projects and business start-ups or expansion projects.

Technical assistance is provided by UNI Institute of Decision Making, Iowa Department of Economic Development, Iowa Area Development Group, and USDA Rural Development.

Continual Projects

Completed USDA Rural Development application. Awarded \$70,000 to create **Palo Alto Revolving Loan Fund**. Ready to review and issue small business development loans for Palo Alto businesses and industries.

Submit proposals to site selectors for Palo Alto County communities to potential business prospects. Proposals contain aerial photos of buildings, land, labor statistics, transportation and local financial assistance.

Website is continually updated with current information and statistics: **www.paloaltoiowa.com**

Designated property under **Enterprise Zones for Palo Alto County**. Business locating or expanding in an established Enterprise Zone may be eligible to receive certain local and state tax incentives.

Developed GIS maps of Enterprise Zone designations in Palo Alto County. These maps are located on the websites and are updated each time a land designation is approved.

Published 2009 **Business Survey**, which is collective data from area businesses in Palo Alto County. The information obtained from the Business Survey questionnaire is an intricate part of Business Retention and Expansion for Palo Alto County.

Distribute **Visitor Guides** to all welcome centers in the State of Iowa and surrounding communities in both counties.

Vested member of the **Iowa Career Consortium** of IDED. This is a benefit for Business Investors to display job opportunities on the ICC website and to be able to review a pool of skilled and educated workforce.

Continue to work through our different committees to promote Palo Alto County and their areas of emphasis. The committees are as follows:
Ag, CEO Steering, City Clerks, Enterprise Zone, Revolving Loan Fund.

Continual Projects (Continued)

Sponsored the **Annual County Wide Breakfast**. This event creates a networking opportunity for area business and industry leaders. The event also features a guest speaker that delivers timely and relevant information.

Facilitated **Ag Energy Day on to the Next Level**, which featured guest speakers from Iowa Farm Bureau Federation, BECON Facility, POET, Alliant Energy, USDA Rural Development, Iowa State University Research Park, CCUR at Iowa State University, and NextEra Energy.

Publish semi-annual **newsletters**.

Data Collection for the following communities: Ayrshire, Cylinder, Emmetsburg, Graettinger, Mallard, Rodman, Ruthven, and West Bend.

Continue to update **the LOIS (Location One Information System)**. LOIS is an economic development database essential for providing information on communities, demographics, leading employers, and available land and buildings.

Annually update town books for all 8 communities which is inclusive with calendar of events, business listings, recreational activities, identify community rooms (room capacity, rental fee, caterer, etc.) town logos, slogans, council meeting dates, available land and buildings, community incentives, Revolving Loan Funds, pools, parks, golf courses, realtors, schools, banks, lodging, etc.

Enhanced **Informational Resource Data Book** for Palo Alto County.

Utilized the **Synchronist Program** to increase **Business & Industry Call Visits** in both Kossuth and Palo Alto Counties, which will provide the current marketing data for the region.

Conduct statewide promotion of **Christmas Around Kossuth and Palo Alto Counties** for area retailers during the holiday shopping season.

Business and Industry

Assisted **Architectural Arts** with financial assistance programs through Iowa Department of Economic Development for tax benefits in creating 50 jobs in an Enterprise Zone.

Working with NextEra Energy Resources with potential **wind farms** being established throughout the county.

Assisted **Easy Energy Systems** of Emmetsburg with providing technical information and assisted with State of Iowa financial programs. State of Iowa awarded \$175,000.00 from the Economic Development Set-Aside program and \$165,083.00 for Enterprise Zone benefits.

Assisted with designating 601 acres under the enterprise zone for **Poet Biorefining** for future tax credits and incentives. First ever cellulose to ethanol commercial production facility; Projected costs are over \$200 million dollars.

PACEDC 2009 Goals

Establish a **solid revenue** source to grow the organization through public and private dollars, along with growing our Business Investors.

Develop a **joint mission statement and operating agreement** between Kossuth and Palo Alto Counties to move toward the eventual merger of the Kossuth and Palo Alto Economic Development Boards into one dynamic organization.

Work on unified and cooperative initiatives to support the **growth of the region** (Highways, State and Federal Legislative Issues, etc.). Start to initiate the steps of our regional three to five year strategic plan by initiating our four sub-committees. They are: **1) Mission & Joint Operations 2) Community Satisfaction 3) Legislative Taskforce 4) Business Investment Taskforce**.

Enhance the development of the Palo Alto **CEO Steering Committee**.

Train all CEO's on attending **Business Call Visits** and all follow up needed with entering information into **Synchronist** software.

Work with Iowa Lakes Community College in identifying and promoting the **business training classes** that will assist our existing business and industry.

Continue to work with **North Iowa Area Community College Pappajohn Accelerator** to assist entrepreneurs or start up businesses that need mentoring or venture funding.

Continue to work on **existing industry retention and workforce attraction** through financial packaging, permitting and regulatory assistance and infrastructure development.

Promote and administer the availability of **the Palo Alto County Revolving Loan Fund** to prospective businesses and existing business expansions. Maintain renewed funding to continue the availability of the Revolving Loan Fund.

Continue to **update and research data collections**, sites and buildings database, labor sheds, wage and benefits survey, target industry, community profiles and other demographics. Post on the PACEDC website the information for **Location One Information System (LOIS)**.

Work with Palo Alto County businesses who are located within a designated Enterprise Zone and that are interested in applying for the **Enterprise Zone benefits**.

Encourage PACEDC Staff to continue to attend **educational training classes** and obtain higher levels of certifications.

PACEDC will assist in promoting **Renewable Energy, Value-Added Ag, and Industrial Development** by marketing.

Work with **Site Selectors** through targeted marketing programs, to initiate future development and expansions.

Continue to assist in promoting the State of Iowa and Palo Alto County in the **"Sell Iowa Trips."**