



2016
ELECTION
MAKE
YOUR VOTE
COUNT

JASON W. GROSS
Office of Corporate Strategy, Nationwide



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**Iowa Association of
 Business and Industry**

Iowa Association of Business and Industry. "The Voice of Iowa Business since 1903" is the largest business network in the state (serving as Iowa's state chamber) with a long legacy of advocating for a competitive business climate in Iowa. ABI offers its nearly 1,500 member companies and their employees opportunities to network, learn best practices in lean processes, workforce, workers' compensation, controlling health care costs, employee drug testing, environmental issues and leadership. ABI works "to foster a favorable business, economic, governmental and social climate within the State of Iowa so that our citizens have the opportunity to enjoy the highest possible quality of life."

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A VIEW FROM THE TOP



Lori Schaefer-Weaton

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Engage your employees in the electoral process

At the Iowa Association of Business and Industry and at Agri-Industrial Plastics, our company in Fairfield, we know the importance of elections. Like most ABI member companies, we encourage our employees to be involved in the electoral process and to learn about the candidates and their positions.

We invite candidates and elected officials in to our plant all the time. We want them to meet our employees, learn about our business and see firsthand the high-quality work we do. We hope that helps them understand the impact of their decisions on Iowa employers and on our ability to grow jobs.

That is what this edition of Business Record Iowa is all about, making your vote count. ABI has many terrific resources to help you and your employees do just that. These resources will make it easy for you to participate in this fall's election, and you can read all about them inside.

Earlier this month, the Center for Industrial Research and Service (CIRAS) at Iowa

State, and Des Moines Area Community College served as lead sponsors for ABI's Advanced Manufacturing Conference. That event, and the second annual Legends in Manufacturing Dinner that was held the preceding evening, were a true celebration of Iowa manufacturing. If you missed these events, you missed terrific programming. I hope you will make plans to attend next year.

Speaking of next year, it is not too early to finalize your plans now to attend two other important events. On Jan. 11, 2017, ABI will hold its annual Legislative Briefing and Reception. This event draws hundreds of Iowa business leaders and more state officials of both parties than any other similar event. And June 6-8 is the date for the 2017 Taking care of Business Conference, ABI's 114th annual gathering. This is simply Iowa's very best business event of the year. Go to www.iowaabi.org often for more information.

In the meantime and as always, thank you for your support of ABI!

TOP TIPS

Department branding vs. company branding



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Think about each of the product or service lines in your company. When a company expands beyond one, there often gets to be confusion on how to market the business. Do you market each product/service line or the company as a whole? Oftentimes, one or two product/service lines get marketed, the others don't get any attention and marketing of the company as a whole falls by the wayside. All of a sudden, prospects think the company only has one product/service line and there is little to no cross-selling happening.

This predicament can be dangerous for a company. Not only is the client not being fully serviced because there is probably more value that your company can provide in other

departments, but also you are losing potential revenue from your easiest target audience your current clients. Worse yet — what if the other departments actively prospect your current clients without knowing they are already current customers?

These scenarios are happening every day. Below are three things you can do to break down the silo thinking that could be happening in your business.

1. Hire a consultant to meet with each department head and identify their top three goals.
2. Host a strategic meeting with the department heads to review everyone's goals. Identify commonalities among the goals and see where

departments can help each other to reach their goals. Maybe one department is looking to grow in a market already tapped by another department.

3. Assign goals to the company too, not just the departments. Each of the department heads has a responsibility to think beyond their department. Consider how the company as a whole should be presented. Is the company brand presented before the departments or is the company secondary to the department offerings?

If you have questions on this process, please reach out to us at 515-868-0240.



◀ EVENT REWIND

ABI Executive Open

AUGUST 29 | DES MOINES
GOLF & COUNTRY CLUB

More than 100 ABI members and
business leaders from around the state
gathered on August 29 for networking
and 18 holes of golf at the beautiful
Des Moines Golf and Country Club.



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◀ EVENT REWIND



Women in Business Fundraiser

SEPTEMBER 9 | SAXTON, INC.

Women business leaders and elected officials from across the state gathered at Saxton, Inc., in downtown Des Moines. The special guest for the evening was Lt. Gov. Kim Reynolds and the event was a wonderful celebration of women leaders in Iowa.





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Whether you have recently retired or will be soon, you're probably feeling a lot of different emotions. Excitement. Anticipation. Maybe even fear. No matter what you're feeling or what questions you have, you've spent years preparing and saving for this moment.

7 Action Steps

- 1. Don't let your health care coverage needs surprise you.**
Retirees today are more active and living longer than ever. But any retiree will tell you that health care is one of the biggest expenses — and uncertainties — in retirement.
- 2. Determine your income needs.**
There's a lot to consider when it comes to your income needs in retirement. And to top it off, inflation can erode your spending power. Think of your needs in terms of an annual income, instead of the account balance.
- 3. Identify your retirement assets.**
Identify your current investment portfolio available to fund retirement income. This includes sources like a 401(k) plan, mutual funds or CDs.
- 4. Assess your guaranteed sources of income.**
It's also important to assess income sources like Social Security, pensions and annuities.
- 5. Strike a balance.**
As part of your strategy you may want to evaluate different income options, including those that provide guaranteed and nonguaranteed income. Investment products may have the potential for growth, but there is potentially more risk.
- 6. Review wills, trusts and beneficiaries.**
The primary purpose of a will is to ensure that your assets are distributed to whomever you choose in the amount and manner that you choose. Trusts can be drafted in addition to wills and serve more complex estate-planning needs.
- 7. Plan charitable gifts.**
If you've spent much of your life volunteering or working with nonprofit organizations, it may be important to leave contributions to particular organizations.

As you can see, there are a lot of important decisions you need to make at this time. We can help you determine what steps to take to make sure that the excitement you feel at this moment continues into all the retirement moments in your future.



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Leadership training identified as top development priority for Iowa businesses

Iowa companies are placing a greater emphasis on the onboarding of new hires and job-specific skills training, according to a new survey from ATW Training Solutions.

ATW's annual Trends in Talent Development Survey shows that leadership training is a top priority for companies for the third straight year. 71 percent of survey respondents said it was a top training priority. More than 65 percent of respondents identified job-specific skills training as a priority, and 57.9 percent said onboarding new hires is a top focus.

"This could be the result of a continued increase in new hires and a need to accelerate the onboarding process," said Todd McDonald, president of ATW Training Solutions. "Iowa's low unemployment rate makes onboarding and getting the most from employees as soon as possible important."

Training to comply with legal requirements and safety training rounded out the top five priorities.

Meanwhile, training technology and computer training both decreased.

ATW conducted the survey in partnership with New Horizons Computer Learning Centers, Central Iowa SHRM and the Central Iowa Chapter of the Association of Talent Development.

A majority of businesses (62.3 percent) said they plan to maintain the same talent development budget they had last year, while more than 36 percent plan to increase their budgets.

Those companies that keep spending the same or even decrease their talent budgets could see their training start to fall behind, McDonald said.

"It's something companies will need to find a way to correct if they don't want it to impact their overall success," he said.

Top training topics in the 2016 survey include new employee orientation, coaching, leadership for emerging leaders, feedback from manager to employee, and accountability.

Companies plan to invest more time and money on training and talent development for managers and front-line employees, which is similar to the past two years.

For many companies, the largest portion of their talent development budgets, nearly half, will be used on the facilitation and delivery of courses. Another 15 percent will be used on custom content development for classroom instruction.

Respondents indicated that a majority of their out-sourced training budgets will be spent on the facilitation and delivery of courses (71.1 percent).

"It makes sense that organizations focus their internal expertise on organization-specific development efforts and use external resources to provide facilitation and delivery of 'soft-skill' courses, coaching or delivery," McDonald said.

Find the full survey at www.atwtraining.com.



Todd McDonald

ATW Training Solutions

todd@atwtraining.com



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JASON W. GROSS
Office of Corporate Strategy, Nationwide

2016 ELECTION MAKE YOUR VOTE COUNT

Now more than ever, employers are playing an increasingly important role in their employees' knowledge of the political process and their access to information about candidates and election issues.

The Iowa Association of Business and Industry (ABI) is collaborating with the Business Industry Political Action Committee (BIPAC) on the state level and nationally to give employers ways to educate and engage their employees in the election process. BIPAC provides employers, trade associations, issues coalitions, business organizations and political action committees with tools and strategies to communicate political activities with employees on the grass-roots level.

Matt Davison, the eastern regional director of field operations for BIPAC, said surveys show that employees tune out once they're told how to vote, so it's important for employers to only be an information provider.

"Anytime you're more or less telling somebody how to vote, it turns them off," he explained. "They don't want to hear it. They don't want to be told how to vote."

BIPAC's survey after the 2014 election showed that employers — more than political parties, unions or the media — are a trusted source of information when it comes to the election process.

"The employer is the No. 1 resource for election information for pretty much the entire scope of the employee's life," Davison said. "We've found that employees want the information, and they trust their employer. One thing we strive to do is bridge that gap."

BIPAC works with chambers of commerce and business associations such as ABI to share information about the political process and to show employers how they can engage their employees in nonpartisan, effective ways. One of BIPAC's biggest efforts is to help employers get their employees registered to vote through Iowa Employees Vote, which was a weeklong effort that took place in late September. Companies are also encouraged to ensure employees understand which issues are important to the company and likely to affect it. Employers should make sure their employees understand how these issues could carry down to them and affect their jobs.



“The employer is the No. 1 resource for election information for pretty much the entire scope of the employee’s life. We’ve found that employees want the information and they trust their employer.”

– MATT DAVISON, EASTERN REGIONAL DIRECTOR OF FIELD OPERATIONS FOR BIPAC



3 WEEKS, 3 WAYS TO ENGAGE YOUR EMPLOYEES

It’s hard to believe Election Day is less than a month away. Many Iowans have already cast ballots in this important election, but there is still plenty of time to reach employees and voters who are on the fence about voting.

When registered, 60.3 percent of private industry employees voted in the 2014 election. Encouraging employees to register to vote can ensure prosperity and economic growth not only in our state, but also nationwide.

HERE’S WHAT YOU CAN DO:

- 1. Help employees register.** Provide employees with the resources they need to register to vote. Share a link to the online voter registration form at www.iavotes.com. Print paper voter registration forms for employees to fill out and provide information on where to return them.
- 2. Remind employees of important local races.** A great deal of emphasis has been placed on the presidential race this election cycle; however, there are many down-ballot races that matter to Iowa companies and their employees and families. Those include federal lawmakers, state lawmakers, county officers and judges. Some communities will also vote on important local initiatives. Oftentimes, it is these local decision-makers who have the greatest impact on our day-to-day lives.
- 3. Share early voting and polling place information.** Iowans have many opportunities to vote, beginning 40 days before Election Day. Provide links to absentee ballot information (available at www.iavotes.com) and information about your local auditor’s office, which can provide polling place information on Election Day.



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“During this primary season, we have seen how close some elections have been, and it truly shows that every vote counts. Employees appreciate that we make it easy for them to vote.” – CHAD WILSON, NATIONWIDE’S ASSOCIATE VICE PRESIDENT FOR GOVERNMENT RELATION

“We’ve been hearing a lot of grumblings,” Davison said. “There are a lot of people completely turned off by this year’s election. One of the things we want to bring attention to is that it’s not the only race going on this year.”

For example, Davison said there are numerous state and national races for representatives and senators that will likely have more of an effect on Iowans’ daily lives than the presidential race. For several of those local races in Iowa, BIPAC has created candidate comparisons about various issues.

“The visitor can see that information in a nonbiased form,” Davison said.

Members who join BIPAC’s efforts also receive sample email messages they can forward to their employees that encourage them to register to vote and notify them of voter registration deadlines.

BIPAC also emphasizes local political efforts. In Iowa, ABI is a partner of the Iowa Prosperity Project, which began with the Forty Days of Voting Campaign on Sept. 29, the first day of early voting in Iowa.

The Iowa Prosperity Project (www.iavotes.com) explains that Iowa businesses operate in a highly regulated environment where legislators’ decisions can directly affect the business. That’s why local and state elections are also important. The website is a resource Iowa businesses can share with their employees to research and learn more about candidates and elected officials and where they stand on issues.

During the Forty Days of Voting Campaign, ABI will discuss the importance of voting, how to register to vote, how to request an absentee ballot, and how to learn more about candidates and issues, said Emily Schettler, communications coordinator for ABI. ABI also will remind its members in key districts throughout the state to vote.

Schettler said ABI wants to remind members to pay attention to the entire ballot and vote in all races: the state and federal houses and senators, as well as judicial races and ballot referendums.

“All of those positions have an impact on our everyday lives, communities and businesses,” she said.

Many businesses in Iowa have become more active in their political outreach efforts to employees. Nationwide, with offices in Des Moines, has a companywide active grass-roots political organization to encourage its employees to get involved in political participation.

“We all know how important voting is, and while the presidential race dominates the headlines, remember that down-ticket races are also extremely important,” said Chad Wilson, Nationwide’s associate vice president of government relations. “Our associates will be joining millions of voters who will be deciding the outcome of thousands of local, state and federal races, as well as ballot initiatives. During this year’s primary season, we have seen how close some elections have been, and it truly shows that every vote counts. Employees appreciate that we make it easy for them to vote.”

The insurance company established its employee-driven grass-roots political organization, Civic Action Program (CAP), in 1978. CAP emphasizes bipartisanship through political participation with its 45,000 employees and agents in 48 states. The top goal of the organization is to give employees the tools to support their participation in activities such as exercising their right to vote, working as a poll worker or being involved in community activities, Wilson said.

Nationwide CAP’s political activities include providing employees with voting notices and on-site voter registration drives for primaries, general and special elections. Efforts began with the Iowa caucuses when all major U.S. presidential primary candidates, regardless of political affiliation, were invited to visit Nationwide employees in Des Moines. A

majority of those candidates during the last three presidential election cycles have visited Nationwide, Wilson said.

More than 600 employees attended each event, which received national and international media coverage and gave employees an opportunity to personally interact with candidates. Each event was live-streamed to all employees, which allowed almost 30,000 people to have access to the visit or event. As a result, The Des Moines Register labeled Nationwide as a “hub of candidate activity.”

“By hosting the candidates, our associates were able to cast an informed caucus vote and take pride in knowing that they make a difference in the caucus outcome,” Wilson said. “Our focus for each event is not just to meet the candidate, but to remind (employees) to make it a priority to block their calendar and head to their local caucus to be a part of democracy.”

Nationwide encourages its employees to participate in get-out-the-vote efforts but does not direct for whom employees should vote, Wilson said. All candidates, regardless of party, also are invited to events.

Nationwide CAP also hosts forums, debates and other political education events across the country. This year for national Employee Voter Registration Week, the company hosted 13 voter registration stations in its offices. This is in addition to the voter registration drives that take place twice a year for primary and general elections.

The Greater Cedar Valley Alliance & Chamber is another resource for Iowa business owners who want to learn ways they can engage their employees in the political process.

“We’re trying to make the connection for the employer, especially smaller employers who don’t focus on public policy because they’re busy growing their business, and helping the employer know how important it is to use their voice with their employees and customers to get their issues across,” said Steve Dust, the president and chief executive officer of the Greater Cedar Valley Alliance & Chamber.

The Alliance works on regional economic and community development issues in Waterloo/Cedar Falls and its surrounding areas. It has about 800 investors that represent 40,000 employees. It communicates its efforts with members through its investor forum meetings, where issues that affect business owners at the state level are discussed and members receive information about resources that are available such as the Iowa Prosperity Project and the iavotes.com website, Dust said.

The Alliance’s communications department also will share information about other election tools and resources with members through social media. The Alliance website (www.cedarvalleyalliance.com) has a voter toolkit with information about candidates and about where and how to register to vote, as well as links to other voting resources.

Dust said he wants employers to be prepared with facts so they can share the information with their employees, which will allow them to vote in a manner that best serves themselves and their jobs.

“There is so much high-dollar advertising by candidates and occasionally by issues that leaves us all asking what is real,” Dust said. “We know the employer has been seen as one of the most credible sources of information about what is real when it comes to business-related issues.”

Dust said the Alliance communicates the importance of an employer remaining nonpartisan but encourages employers to make a point of view on an issue known through appropriate channels — a mailer/flier, informally through interoffice communications or during a meeting. Employers are also encouraged to direct employees to BIPAC or the iowavotes.com website to learn more about candidates and issues.

“They gain points with their team by giving them a credible source so they can create their own opinions,” Dust said.



“We’re trying to make the connection for the employer, especially smaller employers who don’t focus on public policy because they’re busy growing their business.”

– STEVE DUST, PRESIDENT AND CEO OF THE GREATER CEDAR VALLEY ALLIANCE & CHAMBER



A GO-TO ELECTION RESOURCE: iavotes.com

During each election cycle, candidates for local, state and federal office establish platforms and advocate for policy reform. Those platforms and their potential impact are critical to making informed decisions at the ballot box.

The Iowa Association of Business and Industry has partnered with BIPAC to provide an important resource, www.iavotes.com, where Iowa voters can research and learn more on where candidates and elected officials stand on issues important to Iowa employees, industry sectors and consumers.

This nonpartisan, unbiased information can help voters learn about issues, take action, spread the word and help more Iowans make educated decisions in November.

VOTER EDUCATION RESOURCES

The iavotes.com website offers a variety of resources, including voting records for incumbent candidates to the Iowa Legislature. Voters can see how Iowa lawmakers voted on issues important to Iowa businesses. There’s even a tool for Iowans to identify their specific candidates. The website also offers side-by-side comparisons of candidates running for the U.S. Senate and U.S. House of Representatives.

HELPING VOTERS TAKE ACTION

Once voters feel confident about their decisions, iavotes.com has the tools to help them check their voter registration, register to vote and request an absentee ballot. Those interested in voting on Election Day can find information to help them locate their polling places.

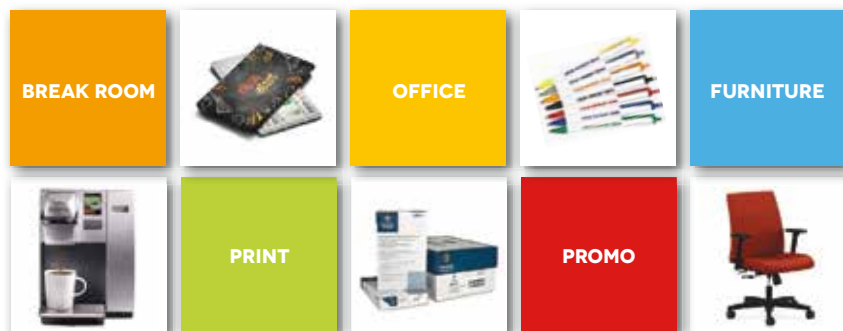
Don’t be silent this Election Day, especially when ABI and iavotes.com have all the resources needed to help make participation easy.



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NEED TO KNOW

HELP SUPPORT BUSINESS CANDIDATES DURING 40 DAYS OF VOTING CAMPAIGN

BY NICOLE CRAIN



ABI had a successful legislative session this year, thanks in large part to the support of lawmakers at the Statehouse who understand the importance of maintaining a favorable business climate in Iowa.

Now it is up to us to show our support for those legislators as they face re-election in November. ABI is conducting a 40 Days of Voting Campaign to promote voter participation and raise money to support candidates who have a record of championing Iowa businesses.

Please consider making a personal contribution of \$40 — \$1 for every day of voting in Iowa — to ABI's Iowa Industry Political Action Committee. These contributions will be used to support pro-business candidates in key races ahead of the Nov. 8 election.

ABI members have outlined important priorities that the ABI policy team is ready to fight for when the Legislature convenes in January, but we need our partners in the House and Senate by our side. Make your donation now at www.iowaabi.org/public-policy/iipac to help us build on our recent successes.

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Rowena Crosbie, President

CAPITOL BUSINESS



ABI PAC ENDORSES FRIENDS OF IOWA BUSINESS

Each election cycle, the Iowa Association of Business and Industry's political action committee, IIPAC, evaluates candidates for state office. Those candidates who support a competitive business climate and focus on a regulatory climate conducive to job creation are endorsed as Friends of Iowa Business.

The IIPAC committee, which is made up of Democrat and Republican IIPAC contributors, makes the final Friend of Iowa Business selections.

In 2016, 16 Iowa Senate candidates and 62 Iowa House candidates have been recognized as Friends of Iowa Business.

The following candidates have been endorsed by IIPAC. They are listed by district. "I" indicates the candidate is an incumbent, "C" indicates the candidate is a challenger, and "O" indicates the candidate is running for an open seat.

IOWA SENATE

District 2: Randy Feenstra, I
District 4: Dennis Guth, I
District 6: Mark Segebart, I
District 10: Jake Chapman, I
District 12: Mark Costello, I
District 14: Amy Sinclair, I
District 20: Brad Zaun, I
District 22: Charles Schneider, I
District 24: Jerry Behn, I
District 26: Waylon Brown, C
District 28: Mike Breitbach, I
District 32: Craig Johnson, C
District 38: Tim Kapucian, I
District 40: Ken Rozenboom, I
District 46: Mark Lofgren, C
District 48: Dan Zumbach, I

IOWA HOUSE

District 1: John Wills, I
District 2: Megan Jones, I
District 3: Dan Huseman, I
District 5: Chuck Holz, I
District 7: Tedd Gassman, I
District 8: Terry Baxter, I
District 9: Helen Miller, I
District 10: Mike Sexton, I
District 11: Gary Worthan, I
District 12: Brian Best, I
District 13: Chris Hall, I
District 14: Robert Henderson, O
District 16: Mary Ann Hanusa, I
District 17: Matt Windschitl, I
District 18: Steve Holt, I
District 19: Ralph Watts, I
District 20: Clel Baudler, I
District 21: Tom Moore, I
District 22: Greg Forristall, I
District 23: David Sieck, I
District 24: Cecil Dolecheck, I
District 25: Stan Gustafson, I

District 27: Joel Fry, I
District 28: Greg Heartsill, I
District 30: Zach Nunn, I
District 37: John Landon, I
District 38: Kevin Koester, I
District 39: Jake Highfill, I
District 42: Peter Cownie, I
District 43: Chris Hagenow, I
District 44: Rob Taylor, I
District 47: Chip Baltimore, I
District 48: Rob Bacon, I
District 49: Dave Deyoe, I
District 50: Pat Grassley, I
District 51: Jane Bloomingdale, O
District 52: Todd Prichard, I
District 53: Barbara Hovland, C
District 54: Linda Upmeyer, I
District 56: Patti Ruff, I
District 57: Shannon Lundgren, O
District 58: Andy McKean, O
District 60: Walt Rogers, I
District 63: Sandy Salmon, I
District 67: Ashley Hinson, O
District 68: Ken Rizer, I
District 72: Dean Fisher, I
District 73: Bobby Kaufmann, I
District 74: Dave Jacoby, I
District 75: Dawn Pettengill, I
District 77: Amy Nielsen, O
District 78: Jarad Klein, I
District 79: Guy Vander Linden, I
District 80: Larry Sheets, I
District 84: Dave Heaton, I
District 88: David Kerr, O
District 91: Gary Carlson, I
District 92: Ross Paustian, I
District 94: Gary Mohr, O
District 95: Louis Zumbach, O
District 96: Lee Hein, I
District 97: Norlin Mommsen, I



Corning
22,500 sq ft



Hampton
30,000 sq ft



Iowa Falls
24,000 sq ft



Spencer
40,000 sq ft



Stacyville
12,000 sq ft



Relocating or Expanding?
Here Are Just a Few of Many Iowa Options to Consider!

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CALENDAR OF EVENTS



NOVEMBER 8, 2016

Election Day

Statewide

NOVEMBER 9, 2016

ABI Board Meeting

ABI Office | 400 E. Court Ave., Suite 100
Des Moines
11:30 a.m.

NOVEMBER 10-11, 2016

Leadership Iowa Session II: Agriculture/Renewable Energy

Sioux City

DECEMBER 8-9, 2016

Leadership Iowa Session III: Education

Pella

JANUARY 11, 2017

ABI Legislative Briefing and Reception

Des Moines

JANUARY 11-13, 2017

Leadership Iowa Session IV: Government

Des Moines

Visit www.iowaabi.org and click the "Events" tab for details on upcoming events.

BY THE NUMBERS

How significant is your vote?

Some elections are decided by just a handful votes.

In one 2014 Iowa Senate primary, the margin of victory was **18 votes**.

Other general election races have also been decided by just a few hundred votes, and in some case even fewer.

This year, in addition to president, Iowans will vote for in **one** U.S. Senate race, **four** U.S. House races and **125** Statehouse races. **Three** Iowa Supreme Court justices are on the ballot, as are dozens of district court and court of appeals judges.

A total of **528,512 Iowans** were registered to vote as of Sept. 1. Are you among them? Don't miss out this election.

GET TO KNOW

MEET OUR NEWEST
ABI MEMBERS



St. Martin Land Co.

Signarama-Ankeny

Impact7G Inc.

KHI Financial Services

Mills County Economic Development

PMCI

L Kirsner Enterprises Inc.

Cornerstone Government Affairs

MakuSafe Corp.

Learn more about how ABI membership could benefit your company by visiting

www.iowaabi.org/membership/why-abi.

AHEAD OF THE CURVE

LEADERSHIP IOWA 2016-17 CLASS

The 2016-17 Leadership Iowa class includes 40 professionals from all across Iowa. This is the 34th class to participate in Leadership Iowa, a prestigious program of the Iowa Association of Business and Industry Foundation. The class kicked off its year with a three-day session in Red Oak this week.

NAME, COMPANY

Tim Albrecht, Albrecht Public Relations, LLC
Jim Atty, Waverly Health Center
Jenn Bleil, Van Meter, Inc.
Wyndell Campbell, State Farm Insurance
Matthew Converse, Converse Conditioned Air, INC
Chris Deal, MODUS Engineering
Patrick Deignan, Bankers Trust Company
Sarah Dvorak, Kreg Tool
Paul Erickson, Central Iowa Power Cooperative
Tina Hoffman, Iowa Economic Development Authority
Adam Kaduce, R&R Realty Group
Drew Kamp, Ames Chamber of Commerce
Nathan Katzer, Iowa Department of Agriculture and Land Stewardship
Jeremy Kauten, The VGM Group
Kim King, Alliant Energy
Jenelle Kreiling, Clinton Regional Development Corp.
Andrew Lauver, Lauver Agribusiness, LLC. & Lauver Family Farms
Justin Marchant, Upper Iowa University
Ryan Marti, Rockwell Collins
Casey Mills, Mills-Shellhammer-Puetz
Carrie Naig, Pella Corporation
Brindha Narasimhamoorthy, Kemin Industries
Abbie Olson, Hy-Vee
Anshu Pasricha, Koley Jessen
Stacey Pellett, John Deere Public Affairs Worldwide
Brett Peterson, NCP, Inc.
Chris Proskey, Brown Winick Law Firm
Maggie Reyes, Pottawattamie County Attorney's Office
Kathleen Riessen, Measured Intentions
Sharina Sallis, CUNA Mutual
Brian Sauer, Saturday Mfg.
Paula Schmitt, SSAB Iowa Inc.
Tory Schrock, Mahaska Health Partnership
Travis Sheets, American Equity Investment Life Insurance Company
Leighton Smith, BerganKDV
Alyssa Smola, Iowa Corn Growers Association
Troy Van Beek, Ideal Energy Inc.
Eric Walhof, Northwest Bank
Jhonna Wallerich, Hillphoenix
Susie Weinacht, City of Cedar Rapids

PROGRAM SCHEDULE

Opening Session
Oct. 12-14, Red Oak

Agriculture/Renewable Energy
Nov. 10-11, Sioux Center

Education
Dec. 8-9, Pella

Government
Jan. 11-13, Des Moines

Health Care
March 2-3, Iowa City

Economic Development
April 6-7, Osage & Charles City

Advanced Manufacturing/Transportation
May 4-5, Burlington

Graduation & ABI Conference
June 6-8, Dubuque

ADVISORY COUNCIL

- 

Steve Cassabaum
21st Century Rehab
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Todd McDonald
ATW Training Solutions
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Derek Bleil
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Michael Teachout
Focus OneSource
- 

Iacovos Zachariades
Global Reach
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Juli Jenkins
LMC Insurance and Risk Management
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Measured Intentions
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Stephen Fry
Spindustry Digital
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Alan Richardson
Transition Point Business Advisors
- 

Greg Shireman
Wellmark, Inc.

ARE YOU AN ABI MEMBER? CHANCES ARE THE ANSWER IS YES.

ABI is Iowa's oldest and largest business network, representing almost **1,500 businesses** of all types and sizes employing **over 310,000 Iowans** in all **99 counties**. If you are not sure if your organization is a member of ABI, contact **Dorothy Knowles** at 515-235-0568 or dknowles@iowaabi.org.



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