



**FINANCIAL FORECAST:
WHAT LIES AHEAD
FOR ONE OF IOWA'S
LEADING INDUSTRIES**



DUANE SMITH, *President and CEO,*
TrueNorth Companies

WHEN WE SEE A DISCOVERY, WE SHARE IT.

Sure, we're investing in the jobs of tomorrow. We just want them today. That's why we've been working so closely with dynamic technology companies to bring them to Iowa. Our research institutions share discoveries with local businesses, filling their pipeline with breakthrough products. Iowa brings together business leaders to boost innovation and position us for success in the global economy. Visit iowaeconomicdevelopment.com. And find out why innovation sees Iowa as the land of opportunity.



iowaeconomicdevelopment.com



blog.iowaeconomicdevelopment.com



[iowaeconomicdevelopment](https://www.facebook.com/iowaeconomicdevelopment)



[businessiowa](https://twitter.com/businessiowa)



DECEMBER 2016
VOLUME 5 | NUMBER 12



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."

President Michael Ralston

Senior Vice President, Public Policy Nicole Crain
Vice President, Member Development and Programs
Kathy Anderson
ABI Foundation – Vice President, Programs Kay Neumann-Thomas
Communications Coordinator Emily Schettler
Director, Public Policy Jessica Harder

Bookkeeper/IT Chrissy Blake
Membership Coordinator Dorothy Knowles
Member Programs Director Holly Mueggenberg
ABI Foundation – Director of Development Amanda Nuzum
ABI Foundation – Marketing and Programs Coordinator
Jessi Steward
Executive Administrative Assistant Michelle Vollstedt
Foundation Administrative Assistant Jane Galloway
Membership Development Services Gary Nash, Kerry Servas

Iowa Association of Business and Industry
400 East Court Avenue, Suite 100
Des Moines, IA 50309
515-280-8000 or 800-383-4224
Fax: 515-244-3285
Email: abi@iowaabi.org
Web: www.iowaabi.org

Business Record

Senior Graphic Designer Brianna Schechinger
Graphic Designers Danielle Miller, Lauren Hayes
Photographer Duane Tinkey
Copy Editor Kurt Helland

Director of Advertising Ashley Holter
Senior Account Executives Lori Bratrud, Katherine Harrington,
Maria Davis
Director of Strategic Partnerships Carole Chambers
Marketing Coordinator Catherine Skepnek

Director of Operations Jason Swanson
Business Manager Eileen Jackson
Accounting Specialist Becky Hotchkiss
Office Manager Laura Stegemann
Inside Sales Representative Alison Damon

Chairman Connie Wimer
Publisher Janette Larkin

Business Record® (USPS 154-740, ISSN 1068-6681) is published by Business Publications Corporation Inc., The Depot at Fourth, 100-4th Street, Des Moines, Iowa 50309, (515) 288-3336. Contents © 2016 Business Record. Published weekly. Annual subscriptions \$69.95. Single copy price is \$1.75. Copies of past issues, as available, may be purchased for \$4.50 each. Periodicals Postage Paid at Des Moines, Iowa. POSTMASTER: Send address changes to Business Publications, The Depot at Fourth, 100-4th Street, Des Moines, Iowa 50309.

A VIEW FROM THE TOP



Lori Schaefer-Weaton

ABI Chair

Agri-Industrial Plastics Co.,
Fairfield

lori.schaefer@aipcompany.com

Now's the time to reach out to your elected officials

This month's edition of Business Record Iowa focuses on the future of the finance industry in Iowa. It is an important sector of our economy, involving thousands of jobs and millions of dollars of economic activity. Let us know what you think of the feature story inside this journal.

In the meantime, be assured that the November election was important to ABI. Not because of who is or is not in control of the Iowa General Assembly or the U.S. Congress, but because it marks the end of the campaign season. Now we know who our elected officials are and we can work with them to improve our state.

With the election behind us, the single most important thing you can do is to reach out to your legislative and congressional delegations. Get your elected officials into your plant or office. Show them what you do and explain the impact of their decisions on your business.

Next, be sure to attend the 2017 ABI Legisla-

tive Briefing and Reception. This annual meeting is one of ABI's most popular events. Because of your participation, it draws more Iowa legislators (of both parties) than any similar event hosted by other organizations. Your local legislators will enjoy this opportunity to visit with you and your fellow Iowa business leaders in a relaxed and informal setting.

As always, all 150 legislators (many of whom are newly elected) and Iowa Gov. Terry Branstad and Lt. Gov. Kim Reynolds have been invited to join you at the reception. The legislative reception will take place next month, on Jan. 11, in Des Moines. Find more information at www.iowaabi.org.

Speaking of events, remember to mark your calendars now for ABI's biggest annual event, the annual conference. The 2017 ABI Taking Care of Business Conference will be terrific, and you do not want to miss it. I look forward to seeing you in Dubuque June 6-8 of next year.

EXPERT ADVICE

The Obamacare Waiting Game

The Affordable Care Act is dead. Long live the Affordable Care Act. The people have spoken and elections have consequences, which means that President-elect Donald Trump will act on his promise to repeal and replace the Affordable Care Act (ACA), better known as Obamacare.

That sounds easy, but do not expect any grand changes anytime soon. Election cycles have a way of slowing the pace of change, just like it has taken the current administration six-plus years to implement the ACA and it's still not complete.

Here are five things to consider in the meantime:

1. Don't expect any changes to the ACA in 2017. Businesses need to be prepared to meet the compliance and reporting requirements the current law contains. Continue business as usual.
2. Invest in employees' health and well-being. Regardless of what changes are made to the ACA, the cost of health care (premiums, deductibles, co-pays and prescriptions) is still expected to outpace general inflation and therefore will continue to be a major concern. Maintaining good health is always the best medicine to reduce health care costs.
3. Become a student of the ACA or whatever it morphs into. The cost of employee group health insurance is a business' second- or third-largest annual expense. Companies should work with and challenge their trusted advisers to help understand what the options are and develop a strategy to implement.
4. Research indicates many popular parts of the ACA will remain intact. Pre-existing condition limitations or termination of health insurance when one becomes sick and allowing children to stay on their parents plan won't go away. It's difficult to not require individuals to have health insurance and keep these popular parts of the ACA intact.
5. Proactively and even handily communicate with employees when the changes to the ACA and their impact become known. There are many benefits the ACA provided businesses and their employees that won't be fully realized until they are changed or eliminated. Remember, half of the population voted the other direction.

There are a lot of unknown changes likely to give employers, employees and individuals much anxiety as the process of repeal and replace moves forward. These changes are magnified by the fact that health insurance and health care are such critical and personal elements of our lives. Give them the attention they deserve. Now is the perfect time to be involved to help make health insurance and health care better.



Michael Teachout

Focus OneSource

[mteachout@](mailto:mteachout@focusonesource.com)

focusonesource.com





◀ EVENT REWIND

Leadership Iowa

NOV. 10-11 | SIOUX CENTER



The 2016-17 Leadership Iowa class spent their second session together learning about Iowa agriculture in Sioux Center. From debunking everyday agriculture myths to the role of biotechnology on the farm, the LI participants received a crash course on one of our state's signature industries. Participants also spent time out on the farm observing the cycle of agriculture, including an up-close look at corn and soybean planting, ethanol creation and livestock and manure management. The class ended the session by taking part in discussions on renewable energy initiatives and hearing from Iowa's secretary of agriculture, Bill Northey.



CALENDAR OF EVENTS



DEC. 8-9

Leadership Iowa Session III: Education

Pella

JAN. 11

ABI Legislative Briefing and Reception

Des Moines

JAN. 11-13

Leadership Iowa Session IV: Government

Des Moines

MARCH 2

Connecting Statewide Leaders Forum

Location To Be Determined | Iowa City
3:15 – 5:30 p.m.

MARCH 2-3

Leadership Iowa Session V: Healthcare

Iowa City

MARCH 14

Iowa Business Day on the Hill

ABI Office | 400 E. Court Ave., Suite 100 | Des Moines
9 – 11:15 a.m.

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



You don't want bells and whistles insurance. You want a tailor-made package that fits your operation to a T. Whatever your business style, we can tailor coverages to your unique needs.

Contact your Grinnell Mutual agent for details on our tailored insurance packages for businesses like yours.

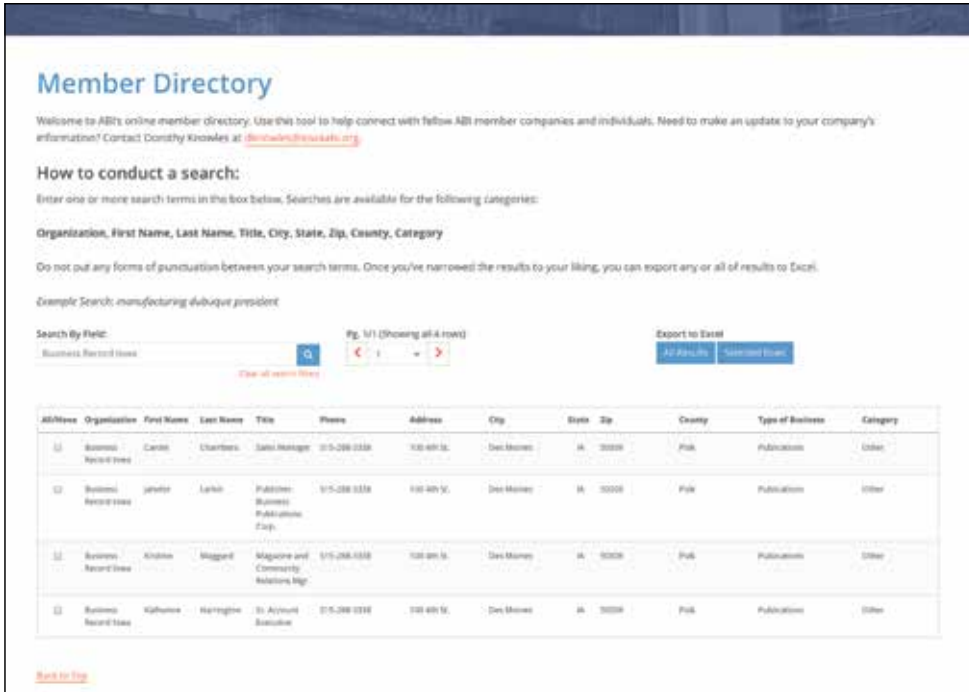
www.grinnellmutual.com



NEED TO KNOW

New online directory makes it easy to connect with ABI members

Emily Schettler, Iowa Association of Business and Industry, eschettler@iowaabi.org



At the Iowa Association of Business and Industry (ABI), we're always looking for ways to add even more value for members, and our new online member directory does just that.

This resource, exclusive to ABI members, makes it easier than ever to connect with fellow members. The online directory allows users to quickly search for fellow members by a number of terms, including company name, representative name and title, city, county, state, ZIP code and business category.

Use this tool to help find potential clients, business partners, service providers and peers with whom to share best practices. The online directory will be updated regularly so members will always have up-to-date information. Visit www.iowaabi.org to try it out. Users can search the directory, create a custom list and export it for future use. The website's responsive design makes the directory easy to use on a desktop, tablet or smartphone.

When Iowa businesses work together, we all benefit. Use ABI's new online member directory to help build those relationships with fellow Iowa businesses.

Have questions about accessing or using the online member directory? Contact Emily Schettler, eschettler@iowaabi.org.

**Customers choose businesses they can TRUST.
How do they know they can trust you?**

GET ACCREDITED BY THE BETTER BUSINESS BUREAU.



“Gilcrest/Jewett Lumber Company is a 160 year-old, 6th generation business. Being an Accredited Business of BBB helps customers know we hold ourselves to the highest standards of honesty and integrity.”

**SUMNER WORTH
PRESIDENT
GILCREST/JEWETT LUMBER COMPANY**



Become an Accredited Business Today. Call 1-800-222-1600 or visit us at www.bbb.org/iowa

ABI YEAR IN REVIEW

The Iowa Association of Business and Industry had another successful year in 2016, providing public policy advocacy and educational and networking opportunities to more than 1,500 member companies.

421 companies, organizations and educational institutions with employees or representatives who attended ABI events.

261 bills registered for and monitored during the 2016 legislative session. (This doesn't include those the policy team registered on in 2015 that were still alive last session.)

48 participants in ABI's BizWise peer-to-peer learning programs who attended 24 total meetings throughout the state.

Individuals from 98 businesses and organizations helped shape ABI's 2017 policy priorities by attending public policy committee meetings.

8 presidential candidates participated in ABI company tours and video interviews.

493 volunteers gave their time and talent to ABI Foundation programming, including Leadership Iowa, Leadership Iowa University, Business Horizons, Elevate Advanced Manufacturing and YP Iowa.

344 participants in ABI Foundation programs Business Horizons, Leadership Iowa University and Leadership Iowa.





FINANCIAL FORECAST: WHAT LIES AHEAD FOR ONE OF IOWA'S LEADING INDUSTRIES





The future of the financial and insurance industries in Iowa will likely include overall growth, but also consolidations within subsets of both areas as companies look to meet future demands of consumers.

Leaders in the state in both industries say the reason for this won't necessarily be a downturn in the economy — though one financial analyst predicted otherwise — but rather the result of population declines in specific areas of the state combined with agent retirements and the expense associated with new technology.

There also could be a reduction in regulations as a result of a new administration and some uncertainty within both industries, said Eric Lohmeier, president of NCP Inc., an Iowa company that focuses on mergers and acquisitions, as well as corporate financing.

"I don't know if there's a time in the last seven to eight years if you've had a higher uncertainty, because you have a whole new world order. That is the macro piece: a new regime," he said.

CONGRATULATIONS!



2016
IOWA VENTURE
AWARD
RECIPIENTS

- BRATNEY COMPANIES
- CHRISTENSEN FARMS & FEEDLOTS, INC.
- CONCRETE MACHINERY INC. OF IOWA
- GREAT LAKES COMMUNICATION CORP.
- IOWA FERTILIZER COMPANY
- MAASSEN DAIRY FARMS
- MOGLER FARMS/PIG HILL WEST

The Iowa Area Development Group established the Iowa Venture Award to honor **entrepreneurial achievement, innovation and leadership.** Our organization and its member-owned electric utility sponsors take great pride in presenting our **2016 Iowa Venture Award recipients.** Each of these companies have made a **profound contribution** to their **community, our state and the economy of Iowa.**



800-888-4743  www.IADG.com



IOWA REMAINS STRONG PLAYER IN BANKING BUSINESS, THOUGH CHARTERS COULD DECLINE

Iowa is a substantial player in the banking industry. The state has 300 bank charters, which represent 8 percent of those in the United States, while having less than 1 percent of the country's population.

As a result, Lohmeier said he predicts more consolidation with a possible drop down to 200 charters within the next decade. This will likely occur in rural areas where there has been population decline and in larger cities such as Des Moines, where he believes there are too many banks.

"Des Moines isn't growing that fast to sustain 50 different bank charters," he said. "In the less populated counties and communities, you're either going to be a consolidator or be consolidated."

He said this could help the banking industry because there will be lower costs for the consolidated bank while providing more services and technology for customers. Regulators will have fewer banks to monitor.

With the number of banks and a possible reduction in regulations, Lohmeier said banks will continue to make real estate loans in order to increase their loan portfolio. This will happen within commercial real estate through strip centers, offices, distribution centers and more, which he believes will lead to an overbuilding of commercial real estate within the population centers of Iowa.

As a result, Lohmeier predicted there will be a mini real estate/banking crisis in Iowa within the next decade.

"You will see more of a washout or a much different environment because I think most of these commercial real estate projects are being built on questionable growth fundamentals," he said.

Casey Cason, a senior vice president at Wells Fargo Bank, said he expects to see controlled, modest economic growth within the next decade, which would allow banks to experience the same as their clients.

"I would expect Iowa banks to perform similar to the consumers and businesses in Iowa and how they perform over the next decade," he said.

Bank services will continue to expand, though Cason anticipates there will be fewer brick and mortar structures because of technology advances and the continuation of bank consolidation. However, he expects the competitive landscape to continue to ensure Iowans have banking and insurance choices.

Cason said Wells Fargo will continue into the next decade to offer a wide range of products and services that are demand-driven to meet the needs and desires of consumers and businesses. Consumers' daily interface with their financial service provider will continue to evolve through new and more advanced applications available through smartphones and other related devices, he said.

Employment opportunities in Iowa within the financial services industry are expected to grow because the hardworking, well-educated people of Iowa provide a great labor pool for banking and insurance companies to expand their businesses, Cason said.

RETIREMENTS, NEED TO UPGRADE TECHNOLOGY WILL RESULT IN FEWER INDEPENDENT AGENTS, MUTUALS

Duane Smith, president and chief executive officer of TrueNorth Companies, headquartered in Cedar Rapids, said he believes there will be continued consolidation within the independent insurance agency structure, either by private firms such as his company or other large equity firms that buy larger agencies in the state. There are a number of 60-year-old-plus independent agents who will retire in the next decade, thus reducing the number by 20 to 25 percent, he predicted.

"I DON'T KNOW IF THERE'S A TIME IN THE LAST SEVEN TO EIGHT YEARS IF YOU'VE HAD A HIGHER UNCERTAINTY, BECAUSE YOU HAVE A WHOLE NEW WORLD ORDER. THAT IS THE MACRO PIECE: A NEW REGIME."

Eric Lohmeier, *President, NCP Inc.*



He said financial and insurance companies will continue to see steady growth with favorable economic conditions, including his own. TrueNorth provides insurance and financial strategies to clients. The company is expected to grow from 50 owners to 100 or more owners in the next decade and increase revenues from \$65 million in 2016 to \$100.2 million by 2020. Half of the company's growth will be within Iowa.

Part of TrueNorth's growth will come from the independent agents who are retiring and have built their business but don't want to sell to a national aggregator. TrueNorth assists the agent in overseeing some of the operations but allowing the local office to retain ownership and have a voice at running its profit center.

Retirements and consolidations also will affect Grinnell Mutual Reinsurance because the company uses the independent agent network to sell its products. It will have to align with agents who continue to work in the states where the company's customers are located and appoint new agents to help expand the company, said Dave Wingert, executive vice president of support operations and treasurer for Grinnell Mutual Reinsurance.

A third of Grinnell's business is reinsurance for smaller county mutual insurance companies whose customer base is mostly farmers. Mutuals serve customers within their county and those that surround it. Some of the agents who operate mutuals in Iowa are approaching retirement age, so there will likely be a reduction in the number statewide as a result. And it has become cheaper to combine offices to split the workload and costs. These factors could affect customers if there is no mutual in their county or one nearby.

"As those mutuals start to consolidate, you want to make sure you can still reach those customers in those counties," Winger said.

The number of county mutuals within the territory in which Grinnell operates has dropped from 516 in 2012 to 475 in 2016. Those that are part of Grinnell's membership went from 293 to 252. These member mutuals protect \$135 billion in property in the Midwest.

TECHNOLOGY, CONSUMER DEMANDS WILL RESULT IN DIFFERENT TYPES OF PRODUCT OFFERINGS

Insurance leaders said there will always be a need for property and casualty coverage, but the business model will change for the millennial generation. Younger buyers will want information in real time, with some models showing consumers will want to insure a specific item for a specific amount of time. There also will be customers who want to meet with an agent, while others want to do business through electronic methods.

Jeff Menary, the executive vice president of line operations for Grinnell Mutual Reinsurance, said the insurance industry has been slow to implement certain technology changes and is now seeing innovative startups enter the industry to provide better customer service with newer technology.

"Everybody is looking for ease in transactions," Menary said. "They want to be able to get immediate pricing, whether it's online or through an app. That's also changing the landscape of the old ways where you go to an agent, fill out a paper application, and they ask questions and it's submitted. Then an underwriter might have more questions. There's nothing worse than standing in line. We're just so busy. People's expectations for customer service are more rigid, and they want to get it done quickly."

More companies and their agents will pay for upgrades in technology to provide these services 24 hours a day, but this is ex-

pensive and will also lead to some consolidation of smaller agencies because the cost can be too much for one agent, Menary said.

Consolidations also will continue to occur as agents look to create a "one-stop shop" that covers life, auto, health and more, along with investment advice to meet consumer demands.

"They want that ease of service, and they want to be able to do as much as they can with one shop," Menary said.

There will be changes within the auto industry that include autonomous vehicles and services such as Uber. Smith said as self-driving vehicles and improved technology become more prevalent, it should result in a decrease in claims, which over time will decrease premiums.

Menary said he expects the changes in auto insurance to come as a result of customers wanting a user-based insurance system based on the number of miles they drive and how they drive. In the future, customers could buy a device for their vehicle that would record "personal telematics" data such as how fast they drive, where they drive, how hard they brake, how fast they make turns and more. This would help companies tailor rates to the individual driver.

"Those are the type of things we need to think about in the future and how you remain vital and viable in the industry," Menary said. "You can only do that if you have the thought processes and the technology to make that happen."

Leadership Is Your Foundation

The ultimate threat to organizational success is not markets, technology, products or competition. It is the ability to attract, lead, develop and retain the best people.

Visit www.tero.com/leadership to find out more about customized leadership development programs to strengthen the foundation of your organization.

TERO INTERNATIONAL: Providing customized training proven to transform people and deliver the results you need.



Achieve. Lead. Outclass.

www.tero.com | training@tero.com
515.221.2318 ext. 204



Rowena Crosbie, President



ELEVATE IOWA



ELEVATE ADVANCED MANUFACTURING
CONTINUES TO BUILD

Alex Monaghan, Elevate Coordinator, amonaghan@measuredintentions.com

Elevate Advanced Manufacturing continues its mission to elevate the perception of manufacturing careers and to educate Iowa residents of the career opportunities in advanced manufacturing. Elevate's staff does this by continuing to partner with organizations and businesses in Iowa.

Recently, Iowa Workforce Development and Elevate Advanced Manufacturing met to discuss partnering to plan events around Iowa to speak to parents, students, the unemployed and the underemployed about career opportunities available in the manufacturing industry in 2017 and for the years to come.

In January, ABI and Elevate will host another ambassador training for individuals who want to help spread the word! These new ambassadors will add to our team of more than 90 ambassadors around the state. Attendees will learn about ABI and Elevate, ways to be a successful ambassador, public speaking tips, and much more.

ELEVATE AMBASSADOR TRAINING

Where: Iowa Association of Business and Industry

Address: 400 E. Court Ave., Suite 100
Des Moines

When: Jan. 17, 2017

Time: 9 a.m. to noon

To learn more, visit www.elevateiowa.com. To sign up, please contact Alexandra Monaghan (amonaghan@measuredintentions.com) or Michele Farrell (mfarrell@measuredintentions.com) before Jan. 13.

JEANA GOOSMANN

THE CEO'S ATTORNEY



www.GoosmannLaw.com
410 5th Street, Sioux City, Iowa
Call Us Today! 712.226.4000



CAPITOL BUSINESS



ABI OUTLINES 2017 POLICY PRIORITIES

It's hard to believe that the 2017 legislative session begins in just one month. ABI and its 1,500 member companies are ready to educate legislators and the public on policies that will keep Iowa competitive while enhancing economic growth and jobs in the state.

Business leaders are focused on good policy, not politics, and they urge the Iowa Legislature to do the same. Remember: It's about jobs. For 2017, Iowa's businesses have outlined three key areas that reflect the goals of business and community leaders in Iowa's 99 counties.

WORKFORCE

ABI members have prioritized workforce through investment in Elevate Advanced Manufacturing, an initiative to educate students and the public about the opportunities and careers in manufacturing. Preparing Iowa's future workforce must include continued investment in workforce initiatives like Future Ready Iowa and Home Base Iowa and legislative efforts to implement key state and federal reforms. Further, as part of ensuring a qualified workforce, ABI wants state policies that are conducive to safe workplaces and that allow employers to address drug and alcohol use, including prescription drug abuse.

COMPETITIVE BUSINESS CLIMATE

A key component of low unemployment and a qualified workforce is a competitive business climate that will retain Iowa companies and attract new businesses and talent to the state. To that end, ABI seeks ways to simplify, streamline and modernize Iowa's laws and regulations. ABI supports state pre-emption of a growing patchwork of county and local government proposals to implement workforce policies, like minimum wage increases. This piecemeal approach increases administrative burdens for employers and erodes coherent economic policy. Additionally, ABI supports efforts to simplify and reform Iowa's tax code, without shifting the burden among classes of taxpayers.

ENVIRONMENTAL INVESTMENT AND ACCOUNTABILITY

A quality environment not only enhances the attractiveness of Iowa as a location for business and industry, but it also adds to the quality of life and enjoyment of all who live and work here. ABI supports legislation that protects and improves the quality of our state's natural resources, while supporting business and industry growth and improving the quality of life for all Iowans. Investments of state dollars in water and air quality programs and departmental services should be carefully targeted, and provide for accountability and return on investment.

CONNECTING STATEWIDE LEADERS

Join some of the state's leading experts for a discussion on health care in Iowa.

March 2, 2017, 3 p.m.

McCord Indoor Club at Kinnick Stadium
Iowa City

Visit www.iowaabi.org to learn more.

JOIN US

Prepare for 2017 legislative session at ABI briefing and reception

It's hard to believe that a new year and another legislative session are upon us. The Iowa Association of Business and Industry (ABI) is ready to build on last year's successful session. Member involvement is critical.

Take the first step and join us at the ABI Legislative Briefing and Reception on Jan. 11 at the Embassy Suites in downtown Des Moines. This is an opportunity to meet state lawmakers and learn about ABI's public policy priorities.

The day will begin with an exclusive members-only briefing where members of ABI's public policy team will share their insight on the 2017 Legislature and share the organization's goals for the session.

Then join hundreds of other ABI members and lawmakers from across Iowa to network and discuss the issues important to your community. This is an important first step as the 2017 legislative session kicks off. It is imperative for elected officials to hear from business leaders on the issues facing their companies in order to effect change.

Don't miss this opportunity to learn about the upcoming legislative session and meet lawmakers from across the state!

What: ABI Legislative Briefing and Reception
When: Jan. 11, 2017, 3:30 to 6:30 p.m.
Where: Embassy Suites, 101 E. Locust St., Des Moines
To Register: Visit www.iowaabi.org



BY THE NUMBERS

71.2 percent of registered Iowa voters cast ballots in the Nov. 8 presidential election.

That is **down slightly** from the **73.2 percent** of registered voters who went to the polls **in 2012**.

In all, **more than 1.56 million Iowans** voted in the 2016 presidential election, compared with **1.58 million four years ago**. Of those who cast ballots this year, 800,942 voted for Republican Donald Trump, and 653,629 voted for Democrat Hillary Clinton.

Incumbent **U.S. Sen. Charles Grassley** received the most votes of any candidate on the ballot, with 925,956. Grassley was **re-elected to a seventh term** in the U.S. Senate with 60.1 percent of the vote.

GET TO KNOW

MEET OUR NEWEST ABI MEMBERS

- Conductix Inc.
- Farrell's Extreme Bodyshaping Inc.
- Express Logistics Inc.
- The Hoffman Agency
- Iowa Soybean Association
- McCarthy-Bush Corp.
- Tallawork Works LLC

Learn more about how ABI membership could benefit your company by visiting www.iowaabi.org/membership/why-abi.



Essential to the World

Groundbreaking new technology and science developed in Iowa's Cultivation Corridor is improving the ways in which the world grows, eats, and produces energy and materials. Our region's longstanding commitment to ag innovation is central to our economy — and an essential ingredient for a more sustainable global future.



cultivationcorridor.org



ASK ABOUT OUR EXCLUSIVE BUY ABI AFFINITY PROGRAM BENEFITS!

BREAK ROOM 	OFFICE 	FURNITURE
PRINT 	PROMO 	



FREE STATEWIDE DELIVERY
On All Supply Orders



STOREY KENWORTHY | 800-622-4536 | WWW.STOREYKENWORTHY.COM

AHEAD OF THE CURVE

FIVE REASONS WHY THE ABI FOUNDATION IS A GREAT INVESTMENT



Amanda Nuzum
ABI Foundation
Development Director
anuzum@iowaabi.org

'Tis the season of giving! Now is the time to give thanks for all that we've received this year, and give back to those who are fueled by the support of the communities they serve. This year, we ask that you consider the ABI Foundation when determining how best to use your end-of-year dollars.

Why invest in the ABI Foundation? Simple. You're not investing in an organization. You're investing in our work. Meaning your funds are directly impacting the successful future of our great state. Here are five more reasons:

- 1. Long History of Success:** ABI Foundation programming is intentionally designed based on the essential needs of our state. The need for our adult leaders to come together, share ideas and learn about statewide issues. The need for students to be better prepared for a career in Iowa. The ABI Foundation has enjoyed more than 30 successful years of programming that directly addresses the requirements needed to help our state grow and move forward.
- 2. Uniting Iowans:** We purposefully strive for a high level of diversity in our participants, whether that be differences in age, expertise, geographical location or socioeconomic background. We know that far more is gained when a wide variety of people come together for a common good. More than 6,000 individuals have taken part in an ABI Foundation program, and we continue to work to connect Iowans to resources, knowledge, opportunities and partnerships across the state every day.
- 3. Comprehensive Impact:** ABI Foundation programs benefit individuals, workplaces and communities throughout the entire state of Iowa. We help individuals recognize the value of working and living in Iowa and create a strong pipeline of civically engaged current and future leaders who are focused on making a difference in their personal communities — from the hallways of a high school to the boardroom.
- 4. Driven by Experience:** The ABI Foundation programs are unique in the sense that participants gain their knowledge through interactive, firsthand experiences. They discuss topics with experts in their respective fields and put essential skills and knowledge into practice in different ways. Participants become inspired and motivated not just by what they hear, but by what they see and do during these programs.
- 5. Working for Iowa:** ABI Foundation programming knows no boundaries within our state. It is the only organization whose leadership programming is completely statewide, emphasizing all of the businesses and industries this great state has to offer. We intentionally showcase a variety of communities and companies each year to allow our participants to gain a fresh perspective and a renewed sense of pride in the state we call home.

You can make a tax-deductible donation to the ABI Foundation online at <https://www.leadershipiowa.com/payments/form.cfm>. To inquire about program sponsorship opportunities, please contact ABI Foundation Development Director Amanda Nuzum.

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.

ADVISORY COUNCIL



Steve Cassabaum
21st Century Rehab



Todd McDonald
ATW Training Solutions



Jim Nalley
BCC Advisers



Paul Drey
Brick Gentry P.C.



Debi Bull
BrownWinick Law Firm



Mike O'Donnell
CIRAS



Rob Kane
CliftonLarsonAllen



Derek Bleil
EMC Insurance



Michael Teachout
Focus OneSource



Iacovos Zachariades
Global Reach



Juli Jenkins
LMC Insurance and Risk Management



Holly Poort
Manpower



Michele Farrell
Measured Intentions



Lance Gardner
Principal



Stephen Fry
Spindustry Digital



Rena Striegel
Transition Point Business Advisors



Greg Shireman
Wellmark, Inc.





A healthy smile is a powerful thing. It deserves Delta Dental of Iowa, the state's leading dental benefits provider. With the largest network of dentists, prompt answers and personable service, we make it easy for members to protect their smiles and keep them healthy.



deltadentalia.com