



**IOWA
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BUSINESS

OCT. 2023 MONTHLY



Private- public partnerships making a difference in Iowa

Credit Hubbell Realty Company

STORY ON PAGE 42

CALENDAR OF EVENTS

2023

NOVEMBER 2-3
Leadership Iowa Session:
Agriculture & Renewable
Resources
CARROLL COUNTY

DECEMBER 7-8
Leadership Iowa Session:
Manufacturing
FAIRFIELD

DECEMBER 7
Connecting Statewide Leaders
FAIRFIELD

2024

JANUARY 10-12
Leadership Iowa Session:
Government
DES MOINES

JANUARY 10
Legislative Briefing
and Reception
DES MOINES

MARCH 6
Business Day in Des Moines
DES MOINES

VISIT WWW.IOWAABI.ORG AND CLICK THE "EVENTS" TAB FOR DETAILS ON ALL UPCOMING EVENTS.

INSIDE

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MEET ABI'S NEWEST MEMBERS

Meet ABI's Newest Members: Visit our newest members' websites, and see how their products and services can benefit you:

- Greater Dallas County Development Alliance | West Des Moines | www.dallascounty-ia.org
- JPMorgan Chase Bank | Des Moines | www.jpmorganchase.com
- Missouri River Energy Services | Sioux Falls | www.mrenergy.com
- EHS Support Source | Cedar Falls | www.ehssupportsource.com
- Iowa Coalition for Public Charter Schools | Urbandale
- Community Savings Bank | Robins | www.csbiowa.com
- LMT Defense | Eldridge | www.lmtdefense.com

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

FROM THE CHAIR:

ABI's Busy Start to Autumn: Executive Open, Manufacturing Awards, Leadership Iowa, and More!

Autumn has only just begun, but it has already been a very busy late summer and early fall at ABI. A few weeks ago, hundreds of members converged on Glen Oaks Country Club in West Des Moines to participate in ABI's Executive Open, one of our most popular (and always fun) annual events.

Another key fall event is the Legends in Manufacturing Awards ceremony that coincides with the annual Iowa Manufacturing Conference. Held in Ankeny, both the awards luncheon and the conference were well attended and received.

Fall also heralds the kickoff for another highly successful program with Leadership Iowa. The ABI Foundation recently announced the 2023-2024 Leadership Iowa Class. These 40 participants will engage in a series of meetings, workshops and activities over the next eight months that will provide a wide

range of educational enhancement, enrichment, and networking opportunities. The program will culminate with the class graduation at ABI's Taking Care of Business Conference in June 2024.

Legislative awareness and engagement is a great value-added component of ABI membership. Later this month, twelve ABI members and leaders will participate in ABI's biennial DC Fly-In. During this event, participants will engage in meaningful discussions with members of our Iowa Congressional delegation, as well as key figures from organizations such as BIPAC, a nonpartisan entity committed to fostering private sector involvement in the political arena, and the National Association of Manufacturers.

This engagement at the national level provides opportunities to share topics, issues and concerns that are important

to ABI members and get direct feedback from our legislatures and national business organizations. If you have comments or thoughts on legislative issues that you would like to share with the DC Fly-In team, please contact Brad Hartkopf, ABI's Senior Director, Public Policy.

Each of these events we've listed provide great value. But my personal favorite was the recent September ABI Board of Directors meeting. This is the first meeting of our fiscal year and in addition to normal activities, we welcomed newly elected board members. The Board represents the membership in directing and overseeing the organization, and it is a privilege to be around this talented and dedicated group.

One of the issues discussed at the board meeting was community partnerships. You can read about that and more



Chad Reece
ABI Vice Chair
Winnebago Industries

in this month's ABI Business Monthly, and I hope you find it of interest. In closing, I would like to note that ABI is off to a very strong start for FY24. For that, and for your consistent strong support, THANK YOU. ABI

EXPERT ADVICE:

Making health care better takes a collaborative approach

Inequitable health outcomes arise from more than just unequal access to care.

When an individual's basic needs are not met, a long, healthy life becomes increasingly difficult to attain. Unequal access to economic opportunity, stable family life, meaningful work, livable housing, quality education, reliable transportation, healthy foods, clean water and thriving communities are many of the "upstream" contributing factors that can significantly and negatively impact a person's life. Studies prove, a strong economy and healthy people are inextricably linked and mutually reinforcing. The U.S. now spends more than \$4.3T annually on health care, and is often focused on treatment after health has deteriorated. Wellmark believes that when we partner with others, we can have a positive impact on the increasing cost of health care. More importantly, we want to ensure all residents in Iowa can live a long and healthy life. No one entity can make this happen.

Here are just a few areas (there are many more) that need all of us to work upstream, together, to positively change the lives of Iowans.

Struggling Youth

The mental and behavioral health of our marginalized, socioeconomically challenged and racially diverse youth are



Laura Jackson
Executive Vice President, Health Equity, Access And Improvement
Wellmark Blue Cross and Blue Shield

experiencing greater incidence of crisis. Suicide is now the second leading cause of death for youth ages 10-24 in Iowa.

Maternal & Child Health

In Iowa, unhealthy lifestyles and health risks prior to pregnancy are making it more difficult to ensure healthy outcomes for mom and baby. It is also challenging for our hospitals to maintain birthing centers and attract the appropriate health care workforce.

Rural Health

Urbanization has led to many challenges for rural Iowans. This has changed

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Q&A: What You Should Know about FDIC Insurance and Insured Cash Sweep Accounts

BY Kevin Tiernan, CTP

SVP, Treasury Management Senior Manager | Bankers Trust | ktiernan@bankerstrust.com

FDIC Insurance

FDIC insurance has been a hot topic over the last several months. While you may see “Member FDIC” or hear about FDIC insurance any time you walk into a bank, view your account statement or see a banking ad, you may not have considered what it means for a financial institution to be FDIC insured. Here are the most frequently asked questions about FDIC insurance.

What is FDIC insurance?

The Federal Deposit Insurance Corporation (FDIC) is an independent agency that strives to maintain stability and confidence in the U.S. financial system. Any financial institution that is a member of the FDIC automatically provides insurance on certain customers’ funds up to established limits in the unlikely event of a bank failure.

What does FDIC insurance cover?

FDIC insurance covers checking accounts, savings accounts, certificates of deposit (CDs), money market deposit accounts, and negotiable order of withdrawal (NOW) accounts, as well as cashier’s checks, money orders and other official items issued by a bank.

What doesn’t FDIC insurance cover?

FDIC insurance doesn’t cover investment accounts, mutual funds, crypto assets, life insurance, annuities, municipal securities, U.S. Treasury bills (these are backed by the U.S. government) or bonds, or safe deposit boxes and their contents.

How much will FDIC insurance cover?

The standard insurance amount is \$250,000 per depositor, per insured bank, for each account ownership category. All deposits an account holder has in the same ownership category at the same bank are added together and insured up to the standard insurance amount. However, because there are several categories of account ownership, it is possible to maximize your FDIC coverage at one financial institution beyond \$250,000.

Insured Cash Sweep Accounts

Many consumers and businesses have been working more closely with their banking and financial partners to maximize coverage on their funds. One additional way to expand FDIC insurance coverage is with an Insured Cash Sweep account. Here are the most frequently asked questions about Insured Cash Sweep accounts.

What is an Insured Cash Sweep?

An Insured Cash Sweep account gives you access to FDIC insurance on deposit balances exceeding \$250,000 through partnerships between your bank and hundreds of others across the country. These accounts earn interest and are available for both personal banking and business accounts.

How do Insured Cash Sweeps work?

All funds within an Insured Cash Sweep can be 100% FDIC insured up to \$150 million. Through a partnership between the product provider, your bank and hundreds of other banks throughout the country, your funds are placed in an account at your financial institution.

Each night, your funds are “swept” in \$250,000 increments into other FDIC-insured banks that participate in the same product network. Insured Cash Sweep gives you the ability to maintain full same-day access to all your funds, while working directly with your primary bank.

Why use an Insured Cash Sweep?

An Insured Cash Sweep can give you peace of mind knowing your funds have full FDIC insurance. Along with being fully insured, the ability to work with only one bank, and the fully liquid, same-day convenience factor is also a significant benefit. Finally, Insured Cash Sweeps are interest-earning accounts, so you can still benefit from a competitive interest rate on your funds.

Are there other types of sweep accounts?

Businesses can take advantage of other types of sweep accounts that are not FDIC insured. Two types of sweep accounts that are not FDIC insured include a Money Market Sweep and Line of Credit Sweep.

What is a Money Market Sweep?

This is an automated service that helps businesses maximize interest earnings by automatically sweeping excess funds into a Commercial Money Market account.

What is a Line of Credit Sweep?

This is a service in which collected funds are applied automatically to an outstanding balance on a line of credit and advances only when funds are required.

Talk with your banker to discuss the best options for your specific financial situation.



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EXPERT FROM PAGE 40

and reduced the quality of life and access to resources for many Iowans who we count on to ensure our rural communities, and the industries that depend upon them, thrive.

The entirety of this work has never been

more important and by working together with deep engagement from the public and private sector, through coalitions where we leverage our respective strengths and expertise, we can create healthier people, healthier economies, and ensure that all Iowans have the opportunity to thrive. **ABI**

COVER STORY FROM PAGE 13

Private-public partnerships making a difference in Iowa

BY EMERY STYRON

From supplying paint to volunteers, sprucing up their hometowns, to building affordable homes in rural communities and filling employer and worker needs for child care, Iowa's private enterprises are joining hands with government agencies, nonprofits and volunteers to make a difference.

ABI members are at the forefront of private-public partnerships that improve Iowa's quality of life. Here are three examples.

Origin Homes: Affordable housing for rural Iowa

A division of West Des Moines-based Hubbell Realty, Origin Homes "is focused on bringing single family homes around the state of Iowa to homeowners and clients that maybe don't have the opportunity," said Director of Operations Matt Daniels. Launched in 2021, Origin cultivates relationships with community leaders and a "build-on-your-lot" approach to bring affordable homeownership to rural areas.

"The reality is that, around our state, there is no inventory for new houses in rural Iowa. Everybody comes to us with the same issues," said Mr. Daniels, a 20-year residential construction veteran with housing projects either done, in the works or coming up in Carroll, Dallas, Lucas, Webster and Marion counties.

"People are living outside where they are working," Mr. Daniels said. Besides providing new, affordable comfortable housing for rural residents, Origin's houses help towns grow their populations.

Many would-be Iowa rural homeowners "are not looking for fixer uppers" and would like to build, but available contractors can be as hard to find as new houses, Mr. Daniels said. "The local trade-base may be overwhelmed with the projects they have. A lot of clients have land or have purchased lots in their communities and come to us."

Building relationships with community leaders is key to Origin's approach. Daniels and his colleagues look at housing needs assessments and readiness plans compiled by local governments. They ask for letters of support at meetings with schools, hospitals, manufacturers and other large employers.

Those support letters and one-on-one conversations help Origin help rural Iowa towns, said Claire Brehmer, senior communications specialist at Hubbell Realty. Origin's projects are aimed at attracting both a "younger, energetic



Photos by Hubbell Realty Company

workforce" and providing for older residents, she said.

Origin typically offers semi-custom two- or three-bedroom homes in the low \$200,000 to mid-\$300,000 range, built on the owner's lot. Clients carry their own construction loans, which include VA, FHA and conventional mortgages.

Mr. Daniels is a big proponent of the U.S. Department of Agriculture's R502 Direct Home Loan Program, which offers no-down payment, 33- or 38-year loans of up to \$377,500 at 4.125% interest. "It's an opportunity I don't think people know they can take advantage of. As we move through the state building houses, we work hand in hand with the USDA team to provide that," Mr. Daniels said.

The USDA program also refers prospects to Origin. "Since we started on outreach, we've had 300 USDA leads to date," Ms. Brehmer said. "That's a credit to the USDA team. It's really encouraging to hear that they thought our work was making a difference."

A current Origin project is construction of five speculative homes each in Knoxville, Gowrie and Manning, utilizing previous relationships with the communities and workforce housing tax credits. In the Knoxville Veterans District the homes will be 1,200-1,500 square feet, alley-loading, with and without basements. Similar-sized houses are going up in Gowrie's Wiley Addition, with two-car garages and unfinished basements. Manning's homes will be in the Stadium View Pocket Neighborhood, with smaller lots and a homeowners association that covers maintenance.

Public input in Manning showed a desire for both traditional lots and a "pocket neighborhood" with a large shared green space, said City Manager Dawn Meyer. People are "very intrigued" by the con-

cept, which is popular in other states and attracts a mix of older residents looking to downsize and younger families getting started, both wanting "smaller homes and not a lot of maintenance worries," she said. "Built-in grandmas" and "really strong relationships" among residents are another plus, she added.

Diamond Vogel: Painting Iowa beautiful

What do covered bridges in Madison County, an Old Milwaukee train caboose in Sabula and a country school in Rolfe have in common? They're all three looking brighter thanks to products donated by Orange City's fourth-generation paint manufacturer Diamond Vogel. The company maintains a long-standing partnership with Keep Iowa Beautiful, a statewide nonprofit committed to "enhancing the image and appearance of the countryside and Iowa communities thereby improving their economic health and cultural vitality," according to its website.

Over the past 20 years, Diamond Vogel's Paint Iowa Beautiful partnership with KIB has awarded more than 12,000 gallons of paint to nearly 1,300 community projects in Iowa. "It's been a great partnership," said company chair Drew Vogel, who served as CEO for 35 years before handing the reins to other family members. "It's fun to see our product be used right alongside all the volunteer hours coming out of the community."

Diamond Vogel signed on not long after former Gov. Robert D. Ray and Casey's General Store co-founder Donald F. Lamberti founded Keep Iowa Beautiful in 1999 as an affiliate of the national Keep America Beautiful program. The two men shared "a passion to assist and

encourage smaller communities in Iowa to look for opportunities to beautify and preserve," Mr. Vogel said.

Founding KIB Director Gerry Schnef, "a pretty creative and passionate guy about small-town Iowa," asked him to take a look at the projects the organization was encountering, Mr. Vogel said. He was impressed with KIB's approach — "they qualify the project. They make sure it's being done in a sound way" — and his company has been a partner ever since.

Andy Frantz took over as executive director after Mr. Schnef's retirement in 2019. "It's rolled along nicely. They do a good job of coordinating community projects," said Mr. Vogel.

Diamond Vogel's paint awards this year covered a wide swath of Iowa, from the floor of the Monroe County Historical Museum Alumni Room in Albia to the Holiwell, Hogback and Roseman Covered Bridges at Winterset. Any project Keep Iowa Beautiful deems qualified will get some free paint, Mr. Vogel said.

Prior to its partnership with KIB, Diamond Vogel supported paint-a-thons in communities around Iowa. Most of those annual spruce-ups have died out, but not the Burlington Paint-A-Thon. The company partnered with Community Action of Southeast Iowa, Two Rivers Bank and other organizations to support the event, which targeted a dozen houses over Labor Day weekend.

The company has donated more than 8,000 gallons of paint over the Paint-A-thon's 30-year history and supports Habitat for Humanity projects from time to time.

"Our philosophy has always been to give back in a variety of ways," said Mr. Vogel. "It's been good to see our product used. Keep Iowa Beautiful been very gracious in giving us recognition. That's not why we do it, but it is nice to be associated with these projects."

Cambridge Little Achievers Center: 'All hands on deck' in Jefferson County

The newly-opened, 14,000-square-foot Cambridge Little Achievers Center, providing space for 185 infant-to-12-year-olds, represents the solution to "an incredible puzzle where every piece mattered in solving the crisis of child care," said Grow Fairfield Executive Director Joshua Laraby.

Seeds for the public-private partnership that culminated with the construction of the \$4.8 million facility were planted in 2017. Mr. Laraby's organization, also



known as the Fairfield Economic Development Association, along with Iowa Jefferson Keokuk Early Childhood Iowa, the Fairfield Community School District and Pathfinders Resource Conservation and Development convened 50 business and community leaders representing 30 organizations to discuss whether access to childcare was an issue for employers.

"The group's resounding consensus was 'yes!' We had a lot of great ideas and realized we needed all hands on deck," said Mr. Laraby. A 22-member ad hoc steering committee was formed with representatives from business, economic development, child care agencies, education and local government.

The committee commissioned a survey of 438 employees/parents and 10 businesses. The data quantified the earlier consensus: Jefferson County was short 539 child care spaces; 70% of employers identified issues with productivity or absenteeism related to child care. More than 60% of parents surveyed re-

ported trouble finding childcare or missing work due to child-care related issues.

The data helped the committee set three goals: 1. Help existing center-based child care providers expand; 2. Aid new and existing home-based providers with startup and expansion; 3. Add a child-care center in Fairfield.

Early Childhood Iowa, which funded the study, also provided grant funding to help center-based and home-based providers. An independent nonprofit corporation, Jefferson County Kids, led by the FEDA, ECI and business executives, was created to pursue a new childcare center.

"Then Covid happened," said Tammy Wetjen-Kesterson, Iowa Jefferson Keokuk Early Childhood Director, who worked closely with Mr. Laraby on the project. "Doctors, nurses, frontline workers didn't have child care. At one point every child care center in my three counties was closed. It became a crisis. Federal money started to flow."

"We were ready," said Ms. Wetjen-Kes-

terson. "ARPA (American Rescue Plan Act) hit us in many, many wonderful ways. Iowa was getting ready with state funding for child care centers. The state's program became an ample opportunity."

On top of \$600,000 in public money already received, the project pulled in two rounds of Investing in Iowa's Childhood funds and Child Care Challenge funds for construction, all underwritten by ARPA money flowing into the state.

Individuals and businesses generously anted up for the \$4.8 million child care center capital campaign. We had an "Incredible diversity of partnerships, with donations ranging from \$300 to \$1.25 million," said Mr. Laraby. The larger figure came from Cambridge Investment Research, with other companies making major gifts as well.

These included \$500,000 from Traffic Devices, \$250,000 from the Greater Jefferson County Foundation, and \$125,000 each from Agri-Industrial Plastics and Dexter Laundry. Jefferson County

Health Center donated 3.5 acres for the facility. Other organizations and individuals donated money or in-kind services.

The steering committee's vision was realized, said Mr. Laraby. In addition to the new facility, three existing childcare centers expanded, impacting 50 spaces. Incentive programs helped retain existing home providers and establish five new home providers with 56 new spaces.

Ms. Wetjen-Kesterson said another benefit was using the knowledge she gained on a child care center at the Williamsburg Outlet Mall. "I was able to use that infrastructure work to be the foundation for the Iowa County project."

"Our community is incredibly grateful. Because of how it was orchestrated through public-private partnerships and dedicated leaders, we've received national attention. It's an example of how a community can come together to solve child care challenges," said Mr. Laraby. "It's bolstered lots of support for public private partnerships going forward." ABI

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Schools



Workplaces

FROM THE FOUNDATION:

Leadership Iowa 2023-24 Participants & Community Hosts Announced

Forty leaders from across the state have been selected to participate in the 2023-24 program of Leadership Iowa, Iowa's premier issues-awareness program offered by the Iowa Association of Business and Industry (ABI) Foundation.

More than 1,300 Iowans have taken part in the program since it began in 1982. Participants represent all regions of the state and a variety of industries, companies, and backgrounds. Leadership Iowa exists to educate, inspire, and grow a network of informed leaders, and to encourage their ongoing engagement on local and statewide levels.

"We are excited to welcome another group of Iowa leaders in the 42nd Leadership Iowa program," said ABI President, Mike Ralston. "This experience not only provides first-hand exposure

to opportunities and challenges across the state, but it also fosters a strong network of problem-solvers ready to create a brighter tomorrow for the state of Iowa and the communities within."

The 2023-24 class will travel to communities throughout Iowa for a series of two-day monthly sessions beginning in October and concluding in June. Each session allows participants to delve into an important topic as it relates to our state by way of discussions with subject-matter experts, interactive experiences, industry tours and more.

Session topics and hosts change annually. The following communities and topics will be represented this year:

- **Winterset** – Opening Retreat (October)

- **Carroll County** – Agriculture and Renewable Resources (November)
- **Fairfield** – Manufacturing (December)
- **Des Moines** – Government (January)
- **Dubuque** – Healthcare (March)
- **Grinnell** – Education (April)
- **Forest City** – Workforce & Economic Development (May)

The class will graduate at ABI's annual conference next June in the Quad Cities.

The 2023-24 Leadership Iowa program is supported this year by presenting sponsors EMC Insurance and Grinnell Mutual. Additional sponsors of this year's program include: CIPCO, Community State Bank, Emerson, the Iowa Soybean Association, Farm Bureau



Kendall Antle

Programs & Engagement Coordinator
ABI Foundation
KAntle@iowaabi.org

Federation, MidAmerican Energy Company, Neumann, Pella Corporation, and Winger Companies. **ABI**

Leadership Iowa Class of 2023-24 (Communities listed denote home city | work city)

Carly Anderson

Deaf Services Unlimited
Des Moines | Altoona

Lauren Augustin

Grinnell Mutual
Grinnell | Grinnell

Kristie Bell

Wixted & Company
West Des Moines | Des Moines

Kailey Blazek Naranjo

Dentons Davis Brown
Des Moines | Des Moines

Austin Cappel

Kemin Industries
Des Moines | Des Moines

Machaela Clark

The Tandem Works
Council Bluffs | Council Bluffs

Carrie Clogg

Businessolver
West Des Moines | Clive

Monica Converse

ICON Water Trails
Des Moines | Polk City

Sarah Curry

Iowans for Tax Relief Foundation
Glenwood | Glenwood

Matt Davis

Neumann Brothers, Inc.
Des Moines | Ankeny

Crystal Edwards

Community State Bank
Johnston | Ankeny

Kaly Etten

CRST
Cedar Rapids | Palo

Matthew Fiedler

re:3D Inc
Houston | Scranton

Brandon Garrett

City of Council Bluffs
Council Bluffs | Council Bluffs

Owen Gerard

NCP, Inc.
Des Moines | Waukee

Shea Greiner

Greater Ottumwa Partners in Progress
Ottumwa | Bloomfield

Kevin Hall

Iowa Pork Producers Association
Clive | Ankeny

Andrea Hansen

Butler-Bremer Communications
Plainfield | Plainfield

Renee Jerman

Iowa DOT
Ames | Ames

Jimmy Kent

Grain Processing Corporation
Muscatine | Muscatine

Chuck Klapatauskas

Ideal Energy
West Des Moines | Ames

Jeff Kluever

MidAmerican Energy
Adel | Norwalk

Chris LaFerla

Council Bluffs Schools Foundation
Council Bluffs | Council Bluffs

Ashlee Mullenbach

Nationwide Insurance
Story City | Story City

Chris Nelson

Nelson Electric Company
Ames | Ames

Matthew Nicol

HNI Corporation
Muscatine | Davenport

Michelle Owens

EOS Worldwide
Cedar Rapids | Cedar Rapids

Casey Pape

Deere & Co
Moline | Davenport

Melissa Pepper

Russell
Davenport | Davenport

Devon Sadler

City of Des Moines Fire Department
Des Moines | Cumming

Elizabeth Silva

Strategic Elements LLC
West Des Moines | Windsor Heights

Jenny Smith

MHCS West
Des Moines | Norwalk

Marguerite Tomlin

Arconic
Bettendorf | Bettendorf

Jesse Ulrich

Iowa Central Community College
Fort Dodge | Fort Dodge

Brandy Wallar

New Visions Homeless Services
Council Bluffs | Neola

Ryan Waller

City of Marion
Marion | Marion

Jennifer Welton

Cedar Rapids Bank & Trust
Cedar Rapids | Palo

Eric White

Estes Construction
Des Moines | Clive

Ryan Young

Iowa Economic Development
Authority
Des Moines | West Des Moines

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Learn more at www.Leadershiplowa.com.

CAPITOL BUSINESS:

Public, Private Partnership Can Lead to Innovative Public Policy

This month's Business Monthly explores Public, Private partnerships and the benefits the approach can bring.

In public policy development, public, private partnerships prove to be the best solution to solve some of the thorniest policy challenges. Just a few years ago Iowa lagged the nation and many of our neighboring states in the deployment of truly high-speed internet (100 MPS upload and download speeds).

ABI members, particularly manufacturers, knew their industries were changing by adding automation, by equipment "talking" to each other and the increased use of reams of electronic data in their processes. In many cases, a well-capitalized enterprise could overcome the speed deficit by working with internet providers to construct dedicated large pipe internet access to boost the company's upload and download speeds. That was the reality of the day. It meant that unless a company could afford to solve the problem for themselves it would go unsolved as the market signals for high-speed internet providers moved their capital to other markets.

Something had to be done.

Governor Reynolds saw the need for a solution and created a \$100 million grant fund to change the market signals and attract the private capital needed to unlock higher internet speeds. Importantly, the funds were wrapped in a public, private partnership that maximized the effectiveness of the program.

To start, it was not free money to internet vendors. A large amount of private sector capital was required to qualify for the public funds. Additionally, private sector internet users, collaborating with their local communities, self-identified speeds, and availability. That data was delivered to the state government where



JD Davis

Vice President of Public Policy
ABI
jddavis@iowaabi.org

the state's Chief Information Officer synthesized a granular internet speed map of Iowa to ensure that the public funds were spent for maximum impact.

Several rounds of awards have followed. Federal funds made available for the purpose were directed to the program and its pre-existing public, private grant program. The build-out continues but the endeavor illustrates how once a problem is identified and the decision to solve the problem is agreed upon, public, private partnerships can be vital to public policy success.

Policy makers in Iowa continue to track the initiative and increasingly the conversations have moved on to how can companies embrace manufacturing 4.0 and how harnessing the "internet of things" and even artificial intelligence will keep Iowa businesses competitive in expanding markets.

This is but one example. Public, Private partnerships are also shaping solutions to childcare and workforce housing. The ABI public policy team is mindful of the benefits of the public, private model and works each session to promote legislation that delivers those benefits to our members. ABI



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Lighting



Equipment Upgrades

MORE DETAILS:

For a program overview, related requirements, and ensure availability of funds visit:

IADG.com/EnergyBank

Contact:
Bruce Nuzum
800-888-4743



WHAT'S TRENDING:

Innovative Cancer Screenings Offered Through The Iowa Clinic's Executive Health Program

The Iowa Cancer Registry released a report in March indicating the state of Iowa is projected to have the second highest incidence rate of cancer cases in the country this year.

Early detection is key when it comes to bending the cancer mortality curve. In fact, cancers diagnosed in early stages have a 4x higher survival rate over 5 years than cancers diagnosed in later stages.

Physicians currently have access to only a handful of preventative cancer screenings that only detect five kinds of cancer. The Iowa Clinic is excited to be the first healthcare group to offer the Galleri® test, a new innovative multi-cancer early detection test, in Iowa as part of our Executive Health program.

The Galleri test works by analyzing methylation patterns of cell-free DNA in the bloodstream, using next-generation sequencing and machine learning algorithms. The test screens for a cancer signal and predicts the tissue type or

organ associated with the signal. These signals are indicative of 50+ cancers, including fast-spreading, aggressive cancers that don't show symptoms in early stages, such as pancreatic and ovarian.

The Galleri test is recommended for use in adults with an elevated risk for cancer, such as those aged 50 or older. The Galleri test is intended to detect cancer signal and predict where in the body the cancer signal is located. The Galleri test does not detect all cancers and should be used in addition to routine cancer screening tests recommended by a healthcare provider.

The executive health program at The Iowa Clinic helps business leaders carve time out of their busy schedules to prioritize healthcare. An investment in your health is like an investment in your business. It pays off now and for years to come. Call 515.875.9855 to request an appointment or access more information at www.iowa-clinic.com/executivehealth. **ABI**



Jodi Schweiger
RDN, LD, CDCES

Executive Director Business Development
The Iowa Clinic

The executive health program at The Iowa Clinic helps business leaders carve time out of their busy schedules to prioritize healthcare.



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The Iowa Association of Business and Industry (ABI) has been the voice of Iowa business since 1903. Its mission is to provide a strong, unified voice to business and industry on issues affecting Iowa employers. ABI is comprised of member companies representing all industries and sizes in Iowa's 99 counties. ABI members employ more than 330,000 Iowans.

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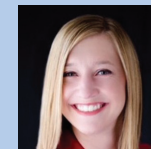
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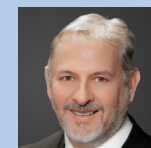
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