



#### Annual Report 2010

Completed visits to 40 leading employers in Audubon and Greene counties during 2010, mainly the key employers in the areas of manufacturing, financial, utilities, schools, health care. Found 25 employers in the midst of, or planning, expansions which would create 270 new jobs, with a capital investment of \$56 million. Also, these employers identified 114 assistance issues, ways for groups to help them.

Approved new strategic plan with ways to bring new attention and dollars to the region, including enhancing our Business Retention & Expansion program to award-winning status, regional tourism, and creating a private investment fund for entrepreneurs.

Partnered with realtors and property owners in researching and marketing to state and utility partners the availability of 30 buildings with 300,000 square feet of commercial space and 25 sites comprising roughly 4,500 acres.

Attended, reported, and represented the region at nearly 400 internal and external meetings, events, and conferences.

Thanks to funds leveraged from Western Iowa Advantage partners, created and/or installed new industrial park signs for Greenfield, Stuart, and Panora. Also working with all counties on furthering development plans for industrial and business parks.

Sponsored an application for St. Gregory's Retreat Center to support their expansion in Guthrie County.

Created a new brand, logo and set of positioning statements highlighting our beneficial geographic position between Iowa's metropolitan communities, quality of life, infrastructure, and innovative companies.

Offered and provided support to M&A's, including those by Quad Graphics, Flint Hills Resources, and Anthony.

Submitted several proposals to the Iowa Department of Economic Development attempting to attract a next generation bio-refinery to the East Greene Bioenergy Park.

Competed strongly for a Fortune 500 agribusiness company looking to create 50 new jobs with a \$50 million capital investment. Audubon and Guthrie counties were/are on the short list.

Welcomed a visit from a European wind manufacturer considering the Stuart I-80 Rail Park as a place in which to establish their first manufacturing presence in the American market.

Completed economic impact studies for Accu-Steel and Great Plain Protein.

Assisted the Greene County Development Corp. in leveraging brownfield grants to rehabilitate an industrial building in Jefferson for a leading local manufacturer.

Assisted SynGest with completing their contract with the Iowa Power Fund.

Assisted Greene County manufacturer with building options in region, including Adair.