

NEWTON DEVELOPMENT CORPORATION

NDC

NEWSLETTER

NDC Newsletter—publication for investors
of Newton Development Corporation.

Summer 2008

Newton Named Finalist for Excellence in Economic Development Awards 2008

In May, the U.S. Department of Commerce Economic Development Administration honored Newton by naming Newton's economic development efforts as a finalist for the EDA Excellence in Economic Development Awards 2008. In the category of **Excellence in Economic Adjustment Strategies**, nominations are evaluated to determine how effectively they help communities plan and implement economic adjustment strategies in response to sudden and severe economic dislocations.

Newton has taken a pro-active, multi-faceted approach to the loss of thousands of jobs from the community of 16,000 people. Its efforts include:

- Forming a transformation team of community stakeholders,
- collaboratively setting a new Community Vision for the future,
- successfully recruiting large new manufacturers in growing industries like wind energy,
- working regionally to form a focused collaboration of the leadership of multiple counties to market and share resources, increasing the competitiveness of East Central Iowa

All of these efforts are being recognized by the Federal government as exceptional. Newton has been cited as a national model of dealing with large economic disruptions.

In addition to Newton, the other finalists in the Excellence in Economic Adjustment Strategies category were Duluth, MN; Belmont, NC; Ogden, UT; and Kalamazoo, MI. The winner in this category was Duluth, MN for its aerospace manufacturing cluster strategy.

NEWTON
Your Vision... Your Future!

NEWTON DEVELOPMENT CORPORATION

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Entrepreneurial & Business Support Plan

The Newton Development Corporation (NDC), Small Business Development Centers (SBDC), Des Moines Area Community College (DMACC), and Jasper County Economic Development Corporation (JEDCO) put together the following business sessions/classes to support the continued growth of small businesses and entrepreneurs in Jasper County:

- **Pre-Business 1:1 Counseling**
1:1 pre-business counseling available at no charge on the 1st & 3rd Monday of each month from 9:00am – 12:00pm at DMACC Room 258. Call 641-787-8210 for an appointment. Walk-in's are also welcome!
- **1:1 Business Counseling**
Lori Day and Mike Hahn are professional business counselors available, by appointment, to meet with aspiring entrepreneurs and existing business owners that are seeking extended business counseling. Call 641-787-8210 for an appointment – no charge for counseling.
- **Learn How To Buy & Sell A Business**
Lunch & Learn will be held on August 21st from 11:30am – 1:00pm at DMACC Room 258. Lars Peterson, to share processes of what you need to know when buying and selling a business. Call 641-787-8210 to register.
- **Small Business Workshops**
SCORE offering FREE workshops for small business owners and entrepreneurs. A variety of business topics are discussed by a series of guest speakers. Select the date/time that works with your schedule and call 641-787-8210 to register:
August 5th & 7th 6:00 – 9:00pm @ DMACC 258
October 11th 8:00am – 4:00pm @ DMACC 258
December 5th 8:00am – 12:00pm @ DMACC 258
- **Entrepreneur Outreach Event – Guest Speaker**
Entrepreneur Action Team hosting guest speaker Aimee Deimerly-Snyder, owner & operator of Lillie Mae Chocolate Candy Store in Marshalltown. Snyder will share business/marketing knowledge that has kept the Candy Store profitable since 1939. Join the Action Team for this event on *September 11th 6:30pm @ DMACC 258.*
- **EntreBash! Entrepreneur/Small Business Owner Event**
September 23rd 5:00 – 7:00pm at site to be determined. UNI/MyEntreNet Info Team advisors onsite to provide business owners with information/assistance opportunities. Informal networking event. First EntreBash held June 10th.
- **Community Leader Development Program**
Increase your effectiveness/involvement and become a Community Leader! DMACC professionals will lead 8 - two hour session courses beginning *October 21st through November 13th at DMACC 251.* Call DMACC to register at 800-243-0033, course #15738, \$219.00 for the course.
- **Fast Trac Growth & Fast Trac New Venture Classes**
(Classes will be offered in early 2009) Fast Trac is a practical, hands-on business development program designed to help hone the skills needed to create, manage and grow a successful business.

REGIONAL INNOVATION



Senator Grassley Praises 7-County Region for Collaborative Effort Regional Leaders Unveil Strategic Goals to Increase Economic Competitiveness

MARSHALLTOWN, IOWA (June 23, 2008) –Senator Chuck Grassley joined regional business, education, government, and economic development leaders today in Marshalltown, Iowa to celebrate the completion of a 7-County Regional Economic Development Strategic Plan. Grassley praised the group for their collaborative and innovative efforts to position the region for prosperity and growth.

“I’m happy to be part of today’s announcement. The work thus far will have laid the groundwork for the ongoing efforts to help prepare workers and businesses in this region to compete and succeed in a global economy,” Grassley said. “I know the people of these communities have the innovation and drive to put this plan into action.”

The 160-page Plan document is the culmination of a 7 month planning process in which approximately 80 regional leaders analyzed assets and deliberated on strategies to strengthen the competitiveness of the 7-county area in light of global competition and market forces. The regional leaders focused on four overarching themes throughout the planning process:

- Regionalization – Thinking and acting from a regional perspective
- Developing a worker pipeline around required competencies within identified target industries and industry clusters, including the Sustainable Energy Sector
- Developing infrastructure to support new and expanded businesses in the targeted industry clusters and attract and retain a highly skilled workforce
- Developing and fostering a culture of entrepreneurship by honoring entrepreneurs in the community and by encouraging young entrepreneurs with related curriculum in the schools

Rob Denson, President of DMACC and Co-Chair of the planning process, announced at the gathering that the Iowa Association of Business & Industry had agreed to partner with the regional group to support the implementation of the plan.

Current ABI Chair, Kirk Tyler, CEO of Atlantic Bottling Company, was on hand to share the reasons ABI agreed to the partnership with the regional leaders. “At ABI our mission is 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. You have just spent that last 7 months putting a regional plan together that when implemented will accomplish our mission for your region. We are delighted to be a part of this innovate effort!” Tyler said. ABI will be the employer of record for the Executive Director the regional group intends to hire.

Denson also introduced the newly appointed Executive Board that will provide overarching leadership guidance in the implementation of the plan. Each county in the region is represented by 2 seats on the board with 1 of those seats held by a representative of a business in each county. The Executive Board held its first meeting following the June 23rd public event.

The Employment and Training Administration (ETA) of the Department of Labor provided a \$250,000 grant to fund the regional leaders’ work. The Regional Innovation Grant (RIGS) program was created in response to requests from Newton leaders for planning support as a result of the loss of Maytag in the region.



From L to R: Kim Didier, Newton Development Corporation; Leslie Matthews, U.S. Department of Labor; Kirk Tyler, Association of Business & Industry; Paul Gregoire, Fisher Division of Emerson; Elisabeth Buck, Iowa Workforce Development; Rob Denson, Des Moines Area Community College.

Dean Ward, Iowa SCORE Volunteer, Receives Organization's Highest Honor!



(Des Moines, Iowa) – **Dean Ward, of Newton**, was recently honored by SCORE – Counselors to America's Small Business – with the organization's highest honor, the **PLATINUM LEADERSHIP AWARD**. Ward was recognized for his 17 years of service with the Des Moines and Marshalltown Chapters of SCORE. Ward has served in almost every capacity of leadership in SCORE at the local and district level, helping to oversee the state's 18 SCORE Chapters. Ward, along with the SCORE team of volunteers from Newton are very active with providing 1:1 business counseling and conducting small business workshops since the closure of the Maytag Plant. They continue to provide services for the many displaced workers within Jasper County and the surrounding area. Ward and the SCORE team of volunteers have been instrumental in the economic development efforts in Newton. *Please join the NDC by congratulating Dean on this prestigious honor and thank him for his many years of dedicated service.*

ENTREBASH!

The first EntreBash! event was held in Newton at the LaCorsette Maison Inn Courtyard on June 10th. 33 Small Business Owners/Entrepreneurs attended this casual event as many visited with on-site business advisors that provided information about grants, loans, market research, prototype development, and much more. Next EntreBash, September 23.

Commercial Loan Program

Earlier this year, the Newton Development Corporation received commitments from 4 banks, to each put up **1 million dollars** to loan to businesses in Newton that are looking to expand their businesses, purchase new equipment, or renovate their building. Community State Bank, First Newton National, US Bank and Vantus charge an interest rate of 4.9% APR to qualified borrowers with a 3 year balloon. To date over \$274,000 has been loaned out, with \$120,000 pending. This program expires on January 31, 2009 or when the money is loaned out. Contact any of the banks listed or the NDC office for more information.

TPI and Trinity Now Hiring

Hiring for the soon to begin operations of TPI Composites and Trinity Industries is now in full swing. TPI Composites plans to be in operations by August and have hired many of its management positions as well as its production supervisors already. In fact, several of the production supervisors have recently traveled to China for training at TPI's China plant.

Trinity plans to be producing tower sections later this fall. They have hired several management personnel already and are in town this month to conduct on-site interviews with prospective employees.

The local Iowa Workforce Development office is assisting both companies in their hiring needs. TPI will hire 500 individuals over the next three years. Trinity will hire 140 over a similar time period. For more information about employment opportunities, individuals should contact the Iowa Workforce Development office at 641-791-5100.

SAVE THE DATE!

Thursday, October 9th from 11:30am – 1:00pm

This is the date that the Newton Development Corporation's Second Annual Salute to Business & Industry Award Luncheon will be held.

Please note the date on your calendar as additional information will be forthcoming!

Calendar Notes

NDC Meetings (All meetings @ DMACC 258)

Board Meetings 8:00 – 9:00a.m.

July 17, August 21, September 18, October 16

Executive Board Committee Meetings 1:15 – 2:30pm

July 1, August 5, September 2, October 7

Business Development Committee Meetings 1:15 – 2:00pm

July 8, August 12, September 9, October 14

IRP Committee Meetings 8:00 – 9:30am

July 25, August 22, September 26, October 31

Events

National Workforce Innovations Conference

July 15 – 17 in New Orleans (Didier Guest Speaker)

Salute to Business & Industry Award Luncheon

Thursday, October 9, 11:30am – 1:00pm @ DMACC

Contact Us

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The Newton Development Corporation would like to thank the following businesses/individuals for their generous 2007-2008 financial support.

Board Members

Alliant Energy
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City of Newton
Cline Tool
Community State Bank
F&M Bank
First Newton National Bank
Iowa Speedway
Iowa Telecom
Johnson Aviation
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Newton Clinic
Newton Waterworks
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So-Dex-Ho Conference Center
The Lighting Store
Tires Plus
Tyler, Joan
Wallace Family Funeral Home
Wilcox, Dennis

To become an investor in the Newton Development Corporation (NDC) or for more information, please contact Frank Liebl @ 641-787-8209 or fliebl@iowatelecom.net



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