

# Annual Report 2016

**Economic Development &  
Regents Innovation Fund**



**Business &  
CommUNITY  
Services**

**University of Northern Iowa**

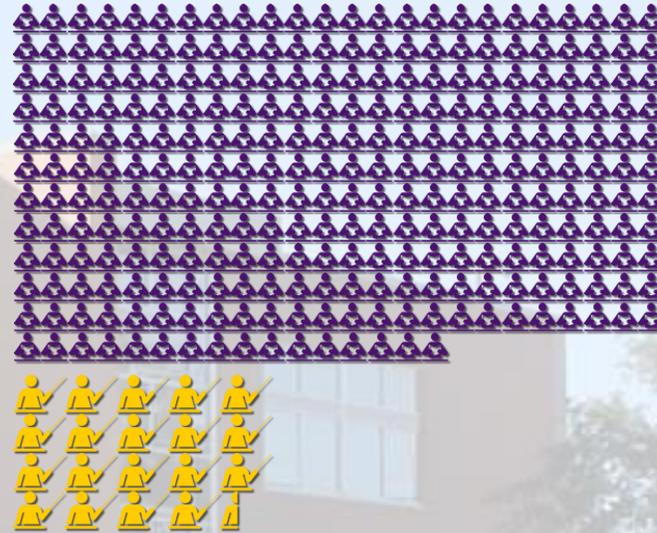
**Presented by:**

**Randy Pilkington – Executive Director, Business & Community Services**

# A Good Investment for Iowa



**Services provided in  
all 99 counties**



Nearly **2,800**  
students and  
**195** faculty  
members in  
service delivery

**3,120**  
unique clients served  
**this year**

Each **\$1** provided by  
the state is leveraged with **\$5** in  
private grants, fees or federal funding

# Business & CommUNITY Services

University of Northern Iowa

- Comprised of 13 programs



Entrepreneurs & small  
businesses



Economic developers &  
communities



Environmental professionals &  
sustainability advocates

# Entrepreneurship & Business Development

- IASourceLink.com
  - 22,000 unique users
  - Business Concierge - 1,300+
- Dream Big Grow Here - 119
- Advance Iowa
  - Peer Roundtables
  - Succession planning

## 5 REASONS WHY YOUR BUSINESS SHOULD HAVE A SUCCESSION PLAN



### Avoid Conflict

Setting up a plan for future decision making can stop future conflict before it starts! Make sure your successors know what your expectations are.



### You Get to Train

Picking your successor early allows you to train them your way, and helps you know you've left your business in good hands.



### Smooth Transition

Having a plan with definitive steps can help when it comes to transitioning out of complete control of your business.



### You Can't Always Sell

Selling isn't always the easy way out! Finding a buyer that fits your time frame and price is rare. Having a plan gets rid of that pressure!



### Expect the Unexpected

In the case of an emergency, don't leave your business in turmoil. Have a plan that ensures its success no matter the circumstances.



Interested in setting up a succession plan for your business? Visit [advanceiowa.com/succession-planning/](http://advanceiowa.com/succession-planning/) or call (319) 273-4322 to find out more.

# Entrepreneurship & Incubation

**27%**  
increase

**14** New Companies  
in Incubators

**75**  
Overall  
Graduates  
into  
Regional  
Economy



**12%**  
increase

**192 Jobs Created in 2016**

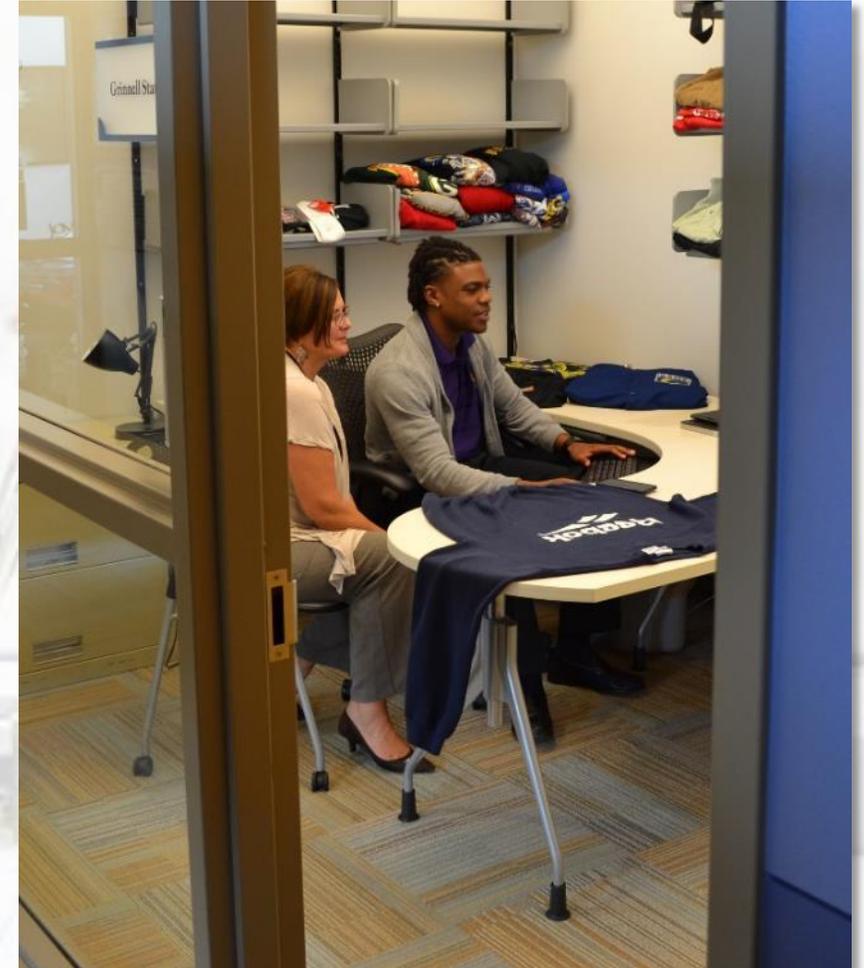


**5% increase**

**45** Student Business



**Owners Assisted in 2016**



# Additive Manufacturing

- 3D Sand Mold Printer Research, Development & Service
- 80% Reduction in Cost
- Military Projects – Iowa Companies
- Next Generation of 3D Sand Printers
- Strategic Infrastructure Fund Grant
- Design Lab with Hawkeye Community College



# Local & Regional Development

- 700 Communities Served
- Workforce – Iowa Workforce Development
- BEST of Iowa
- Cultivation Corridor
- IEDA – Location One Information System (LOIS) Update



# Local & Regional Development

## Regional Entrepreneurship Project

- University Center designation from the federal Economic Development Administration
- 5 Regions – Recently added 6-county Cedar Valley region
- Regional Entrepreneurship Plan – Council Bluffs



CENTER FOR  
**BUSINESS GROWTH  
AND INNOVATION**

UNIVERSITY OF NORTHERN IOWA



**Institute for Decision Making | University of Northern Iowa**

# Environment & Sustainability

## Iowa Waste Reduction Center

- Over 6,000 On-Site Environmental Compliance Audits in all 99 Counties
- 7 Environmental Certifications Developed
  - Over 3,000 DoD Painters Certified
  - Iowa Green Brewery Certification (Nov. 2016)
- Recognized Nationally as Food Waste Reduction Experts
  - Hosting National Conference in September 2017



Iowa Waste Reduction Center

# IWRC

University of Northern Iowa

# Recognition

---

- President's Honor Roll for Community Service
  - Economic Opportunity
- International Business Innovation Association (InBIA)
  - Student Entrepreneurship Program of the Year



[www.bcs.uni.edu](http://www.bcs.uni.edu)