

# Business Retention & Expansion

## What is the Business Connections Program?

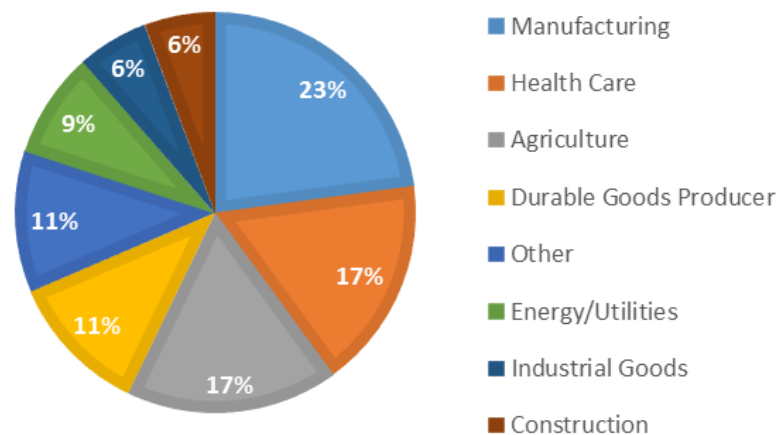
Yearly visits with businesses and organizations in the region is important to gain insight on a number of issues such as workforce, community services, industry, business growth, etc. These visits allow us to identify and prioritize economic issues, gain a better understanding of our businesses, and connect them to the right resources.

### 37 Businesses Participated in Summer 2017:

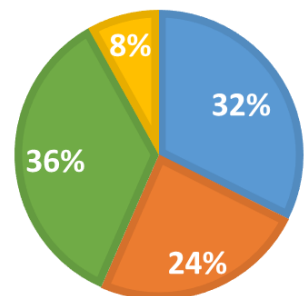
- 11 Adair County
- 10 Greene County
- 6 Audubon County
- 10 Guthrie County

### BUSINESS SECTOR

Of the 37 businesses surveyed, the majority represent the Manufacturing industry, with Health Care and Agriculture tied for second.



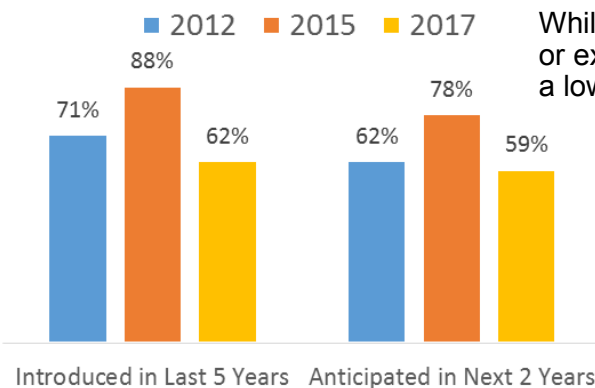
### PRIMARY MARKET



Of the businesses surveyed, most market their products either nationally or locally.

- Local
- Regional
- National
- International

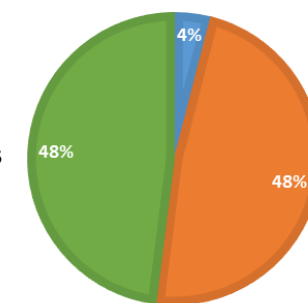
### NEW PRODUCTS OR SERVICES



While most surveyed experienced or expect business growth, it is at a lower rate than previous years.

### BUSINESS/PRODUCT LIFECYCLE

- Emerging
- Growing
- Stable/Mature



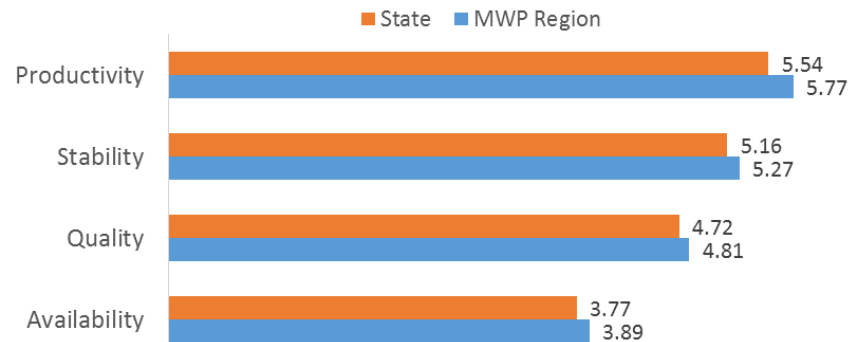
Nearly all of the businesses surveyed felt their product lifecycle was either growing or stable/maturing.



### Community Strengths

- Positive Business Climate
- Sense of Community
- Pride in Schools
- People Care!

### AVERAGE WORKFORCE RATING SCALE OF 1 (LOW) TO 7 (HIGH)



Companies surveyed were asked to rate four key workforce areas. The graph above compares our regional rankings to statewide results. AVAILABILITY of workers is the biggest workforce concern.



### Community Challenges

- Workforce Availability
- Skilled Workforce
- Affordable Housing

## 2017 Business Milestones in the Region

**CON-E-CO**

An Oshkosh Truck Corporation Company

(AMANCO)

Celebrated 60 years!



Celebrated 25 years

**POET**

Celebrated 15 years!

## Audubon County Memorial Hospital

Named a Top 20 Critical Access Hospital in the Nation

## Nodaway Valley Community Schools

kicked off the school year with a new elementary building.



New to the Region