

# Midwest Partnership Development Corp. Annual Report 2008

- ◆ Completed visits to 62 leading employers during 2007-2008, mainly the largest employers in the region (e.g. industrial, financial, utilities, schools, health care) and found 36 employers in the midst of, or planning, expansions which would create 260 new jobs, have a capital investment of \$69 million. Also, these employers identified 63 examples for area partners to help them be more competitive in west central Iowa.
- ◆ In the first two years for Midwest Partnership's 3-year strategic plan (2009 is the final year), achieved announcements of business expansions that would reach pre-established goals for "number of businesses assisted" and "added tax base," and have met 75% of the "job creation" target.
- ◆ Partnered with realtors and property owners in researching and marketing to state and utility partners the availability of 25 buildings with 250,000 square feet of commercial space and 20 sites comprising roughly 3,700 acres.
- ◆ Attended and reported at 32 local development and chamber meetings, 12 county supervisor meetings, 27 city council meetings, and met with 63 individual businesses and 45 additional local, regional, and statewide organizations.
- ◆ In collaboration with Western Iowa Advantage partners, structuring a virtual building program to create shovel ready sites throughout the region (at least 1 per county).
- ◆ Assisted with expansions of Heartland Postforming, RVP~1875, and Bauer Built, offered guidance to several other companies expanding or considering expansions, and partnered in the successful opening of the Hawkeye Growth ethanol plant (about 80 jobs total).
- ◆ Co-hosted with 15 area lenders the Iowa Farm Bureau's *Renew Rural Iowa* program at Lake Panorama for 25 area entrepreneurial businesses.
- ◆ Partnered in bringing the South Central Iowa SBDC and North Central Iowa SBDC to assist 36 new or existing small businesses. Adair County specifically had three new business starts and an infusion of over \$1 million in capital investment.
- ◆ At the end of 2008, in process of working with 12-15 companies to secure their investment in the Midwest Partnership region (companies who haven't announced a location publicly)
- ◆ In collaboration with Western Iowa Advantage partners, facilitated the creation of ongoing workforce task force groups in Adair County, Guthrie County, and Greene County to come up with ways to engage young people to be the next generation of workers.
- ◆ The MWP Board established the following top objectives for 2009:  
1) Increase level of service to Existing Business & Industry, 2) boost Workforce Development efforts, and 3) improve Infrastructure for attracting new investment.

