



“At A Glance” Accomplishments
Palo Alto County Economic Development Corporation

BUSINESS ASSISTANCE:

Ayrshire

Pro Cooperative – Ayrshire Feed Mill

Cylinder

Great Lakes Ready Mix

Emmetsburg

AGP
Aluma
Architectural Arts
Community Lumber Supply / Housing Development
Creative Stitches
DejaBrew
Easy Energy Systems
Emmetsburg Industrial Park
Glamorous Paws
Home Town Convenience Store
Horizons Unlimited
HyVee
Iowa Lakes Community College – Marketing Classes/Events

K & W Electric
Kerber Milling
Montag Manufacturing
Northland Auto & Marine
Palo Alto County Health System
Picray Welding
POET
Shopko
Swanson Hardware
Wash Away Bay Carwash
Wild Rose Casino & Conference Center
Woodford Equipment

Graettinger

Dollar General
Energy Panel Structures
Graettinger Clinic of Chiropractic
Graettinger Market
Roberts Street Self Storage
Shaver Manufacturing

Mallard

MaxYield Cooperative

Ruthven

Agristrand
Pro Cooperative
Shear Illusions

West Bend

Country Maid
Kampen Foods & Catering
Protein Resources

BUSINESS ASSISTANCE:

HyVee: Provided site maps and specs of available property in Emmetsburg including information about the available Shopko building. Worked closely with HyVee representatives and the City of Emmetsburg along with providing potential incentives.

Palo Alto County Revolving Loan Fund: PACEDC established the Palo Alto County Revolving Loan Fund for small business development. The Palo Alto County Revolving Loan Fund Review Committee has approved **\$382,000 in loans** to **Picray Welding** of Emmetsburg, **Shear Illusions** of Ruthven, **Creative Stitches** of Emmetsburg, **Graettinger Clinic of Chiropractic, Glamorous Paws** of Emmetsburg **Roberts Street Self Storage in Graettinger, DejaBrew in Emmetsburg, Swanson Hardware of Emmetsburg, Kampen Foods & Catering in West Bend, and Northland Auto & Marine of Emmetsburg and Wash Away Bay Carwash in Emmetsburg.**

K & W Electric: Worked with Nick Steinkamp on his new construction project by providing potential incentives including tax abatement through the City of Emmetsburg.

Emmetsburg Industrial Park: Recently sold 3 lots to MidAmerican Energy in collaboration with the City of Emmetsburg, and one sale is pending. Continue marketing the industrial park for business development projects along with updating the site map to include utility specs.

Home Town Convenience Store: Connected with company representatives about available land and building opportunities in Emmetsburg.

Delta Dental FIND Program: Have successfully located two dentists in Kossuth and Palo Alto Counties: Dr. Tony Brantner and Dr. Matthew Merideth. K/PACEDC is the administrator of the payment process and follow through commitment with the utility partners.

MidAmerican Energy Wind Farm: Assisted company representatives with supplying Palo Alto County data and information they requested on site development. Also provided housing/lodging information for their construction workers and contracted wind employees with Vista.

Dollar General: Provided informational community and county data for Graettinger location and potentially Ruthven.

POET DSM Biorefining / Project Liberty: Worked with company representatives on their new \$30 million dollar project to manufacture enzymes for Project Liberty production. Assisted with identifying financial assistance programs.

427B Partial Tax Abatement: Worked with Palo Alto County Board of Supervisors, County Auditor, County Assessor, and County Attorney to reinstate 427B of the Code of Iowa.

Aluma: Assisted with financial assistance programs through the City of Emmetsburg, County officials and Palo Alto County Gaming Development Corporation.

Shopko: Provided site maps and specs of available property in Emmetsburg and worked with Tom Ryan with Oppidan.

Brookstone Lodge: Worked with the owners and the City of Emmetsburg in assisting to locate Brookstone Lodge in Emmetsburg. Supplied site maps and specs of available property.

Pro Cooperative: Feed Mill Project in Ayrshire. Capital Investment of \$14 million. Palo Alto County benefitted from Pro Cooperative's growth since employment was maintained in Palo Alto County.

Country Maid: Assisted with providing technical and partner information for financial assistance for their 40,000 sq. foot expansion project.

Woodford Equipment: Worked with Woodford Equipment on their latest expansion project in Emmetsburg. Also worked with them back in 2010 to find a location/building for their new business to locate in Emmetsburg. Worked with Eric and Mary Woodford and Vermeer Manufacturing.

ITC Midwest: Assisted company representatives with educating the public about their proposed transmission line project which would include 400 miles of 345 kilovolt electric transmission lines across north central Iowa to allow for optimal use of wind resources.

ILCC Job Training Dollars: Worked with multiple companies on linking them with financial assistance programs available through ILCC Job Training Program.

POET Biorefining / Project Liberty: Assisted with designating 601 acres under the Enterprise Zone for future tax credits and incentives. Amended existing enterprise zone.

Kerber Milling: Worked with business owners on a potential expansion project. Provided site maps of all available properties in Emmetsburg. Viewed sites with business representative. Market job opportunities.

WORKFORCE INITIATIVES:

Job Postings: Continue to assist with Workforce Issues by broadcast **emailing resumes** to businesses in both counties for potential employment candidates. We have had 100% success rate by emailing resumes to businesses. **Also post job opportunities on Kossuth and Palo Alto County Websites.**

Social Media: Continue to utilize social media to highlight businesses, promote business training workshops, advertise community calendar of events and community highlights.

Economic Impact Analysis: Create annual snapshot which provides an insight into the impact a particular business has on the local economy. Received the Business Retention & Expansion Award presented by PDI and Smart Solutions.

Palo Alto/Kossuth County Business Survey: The information obtained from the Business Survey questionnaire is an intricate part of **Business Retention and Expansion** for both counties. The Survey helps to identify where multiple business locations are, projected expansions, business growth, modernizing business operations, employment and marketing trends.

Business Call Visits Held: AGP, Aluma, Architectural Arts, Country Maid, Creative Stitches, Cylinder Camper Sales, Cylinder Cement Plant, Daybreak Foods, Easy Energy Systems, Energy Panel Structures, Horizons Unlimited, Iowa Lakes Community College, K & W Electric, Kampen Foods & Catering, Kerber Milling, Martin-Mattice Funeral Home, MaxYield Coop, Montag Mfg, Northland Auto & Marine, Palo Alto County Health System, Picray Welding, POET Biorefining, Pro Cooperative, Protein Resources, Ruthven Care Center, Shavers Manufacturing, River Valley Communications, Shear Illusions, Soper Farms, Wild Rose Casino, and Woodford Equipment.

Leadership Development: Facilitate training sessions for area leaders and community businesses which include Team Building, Communication Skills, Customer Service and Building Better Relationships in Careers.

Human Resources Networking Training: An HR group has been established as a local network group for Kossuth and Palo Alto Counties. A list of job opportunities that businesses plan to have available in the next 3-5 years has been created. The Job Projection spreadsheet is utilized to assist businesses with future workforce. Informational meetings are held for the HR Group with speakers that they have suggested. K/PACEDC organizes and facilitates the meetings for area businesses to attend.

Previous Speakers:

Katy Thomsen, Coaching and Leadership Sessions
Brenda Clark Hamilton - Employee Retention
Serrano & Morris - Military Cost Cutters
Kathy Peterson - How to Become an Indispensable Employee
Molly Bates - Iowa Lakes Community College - (Connect @ Iowa Lakes)
Sara Dunnigan - How to use Social Media in the Workplace
Dave Penton, Kossuth County Emergency Management (A.L.I.C.E. Training)
Jason Kemp, Home Base Iowa Website Training
Ann Smisek, Ahlers & Cooney Law Firm - Discussed Sexual Harassment in the Workplace
Larry Graves, Northwest Communications, Discussed Current Cyber Security Risks

City Clerks Quarterly Educational Meetings: City Clerks of both Kossuth and Palo Alto Counties meet quarterly for an opportunity to network and share ideas, community information, listen to educational speakers and review new programs that will affect their communities.

Previous Speakers:

Ted Kourousis, NW Iowa Planning
Joe Myhre, NIACOG
Kelly McCarty, Iowa SBDC
Chris Mercer, USDA Rural Dev.
USDA Representatives (Housing, Water & Sewer Representatives)
Mel Pins, Iowa Brownfield
Tim McCarten, CPA (City Audit Process and Internal Financial Procedures)
Julie Roisen, Iowa Department of Revenue (Property Tax Reform)
Ashley Jared, Iowa Finance Authority (Housing Program)
Karla Wetzler, Wright County (Housing Program)
Cindy Kendall, ISU Extension / Iowa League of Cities (Capital Improvement Plans)
Karen Austin, Deputy State Treasurer
Karen Pfab - Iowa Division of Labor (Child Labor Laws)
Nathan Overberg - Ahlers & Cooney (Urban Renewal Updates)
Mary Mosiman, CPA, Iowa State Auditor
Abbey Lukehart – USDA Housing Programs

Intern Program: “**Celebrating 20 Years of Existence**” – Over 50 Interns participate every summer. Some of the Businesses that have participated in the program include **MaxYield Cooperative, Energy Panel Structures, Palo Alto County Health System, Iowa Trust and Savings Bank, StateLine Cooperative and Country Maid**. We are proud to say that we have the only professional development Intern Program in the State of Iowa.

- Job Chart is displayed on the website so Interns can view job openings
- Our goal is to market our area and to let students know that there are jobs available for them to come back to.
- Events and Skill Building sessions are scheduled throughout the summer for the Interns to attend.
- It was developed as a means of securing workforce.
- **Businesses have hired 222 Interns as permanent employees.**

Synchronist Software:

Utility companies and the State of Iowa utilize **Business Surveys** and interviews from **Business Call Visits** along with Synchronist. It is customized software with matrix analysis. The information gathered is entered into the Synchronist software so customized charts and graphs can be created to show comparison statistics from year to year. Update over 95 businesses annually in Palo Alto County.



Location One Information System (LOIS):

LOIS is an on-line searchable economic development database that provides detailed information on buildings, sites and locations for businesses looking to expand. If you are in the market for an available site or building, search LOIS database to help you find the best location for your next expansion.



Submit Proposals to Business Prospects:

Provide Community and County information such as building specs, site maps, workforce, financial assistance programs, demographics, utility specs, taxation, education, leading employers and laborshed analysis.

Ag Education Day (March 13, 2019): Educates and informs area crop and livestock producers and agricultural-based businesses about renewable fuels, stages of development, policies and environmental benefits. **Speakers in 2019 included:** David Beurle, Dr. Dermot Hayes, Chad Hart, Crop Marketing Specialist and Mike Naig, Iowa Secretary of Ag.

Home Base Iowa: Assisted with Kossuth and Palo Alto Counties to become a Home Base Iowa Designations to welcome transitioning military members and their families who are leaving military service and becoming residents in our communities. The Home Base Iowa initiative designates communities as centers of opportunity for military veterans and further highlights Iowa's statewide commitment to welcoming and employing veterans.

Mid Iowa Growth Partnership – Member of 9 County Region: Offer round table discussions that Palo Alto businesses attended to obtain information on housing projects and issues. Mid Iowa Growth Partnership (MIGP) has been giving back to the 9 counties through the Rural Innovative Grant (RIG Grant) by paying for the following documents for Kossuth and Palo Alto Counties: Palo Alto County and Kossuth County Laborshed Analysis Reports; MIGP 9 County Laborshed Analysis; Fringe Benefit Summary Report; Skill Shed Summary Report and Industry Specifics.

Laborshed Analysis: Updated the Kossuth and Palo Alto Laborshed reports along with Industry Specific documentation.

Developed PACEDC Website: www.paloaltoiowa.com

The website advertises such areas as communities, calendar of events, attractions, tourism, business climate, Location One Information System (LOIS) information, available land and buildings and job opportunities. Web presence allows us to feature recent news and highlights around the county as soon as they happen, keeping information fresh and exciting.

Palo Alto County has a skilled, efficient and dedicated workforce with a strong work ethic and an employment rate of 98.3%. Ten percent (10%) of businesses surveyed plan to add employees.

Source: Palo Alto County Business Survey & Iowa Workforce Development

AWARDS:

Received the 2020 Future Ready Iowa Acknowledgement from Governor Kim Reynolds for the Intern Program. Future Ready Iowa connects Iowans to the education and training required for careers.

Received the 2019 Best of Iowa Excellence Award. BEST of Iowa is a unique collaboration of local economic development groups working with Iowa's utilities and the Iowa Economic Development Authority. The mission is to meet with Iowa companies to identify local economic trends, business needs and opportunities. BEST of Iowa honors organizations that went above and beyond throughout the process. Kossuth/Palo Alto Economic Development Corporation was honored with the 2019 BEST of Iowa Excellence Award.

Maureen Elbert received the 2019 Jeffrey A. Finkle Organizational Leadership Award through International Economic Development Council (IEDC). This award recognizes an individual who has continuously led the same non-profit economic development organization with integrity, tenacity, and a philanthropic spirit for at least 15 years and plays a pivotal role in the continued success of their organization.

Received 2019 Business Retention and Expansion Initiatives Award through International Economic Development Council (IEDC) for a county with a population less than 25,000.

Received 2019 Professional Developers of Iowa (PDI) Overall Business Retention and Expansion Program Award for Outstanding Workforce Initiatives. The program includes an annual business survey, business call visits, economic impact snapshot, intern program, human resources networking committee, and Palo Alto County Leadership that are all critical programs and committees that address workforce issues to keep the region viable and assist with growing the workforce and future leadership pool.

Received 2017 National Rural Economic Development Assoc. Organization Excellence Award for implementing a successful rural economic development program for Kossuth and Palo Alto Counties.

Received 2017 MidAmerican Economic Development Council Award for the Intern Program under Workforce Initiatives. The Mid-America EDC Annual Economic Development Awards program recognizes outstanding efforts in development of marketing materials, marketing events and economic development efforts in a 12 state region.

BUSINESS TESTIMONIALS:

"Palo Alto County Economic Development Corporation is a success story all residents can be proud of. Through professional partnerships and betterment of our area, PACEDC and River Valley Telecommunications Coop jointly assisted a new start up business in Graettinger through their Revolving Loan Funds. Strong leadership coupled with outstanding citizen participation and involvement is helping to strengthen the businesses, industries, and communities of Palo Alto County. Congratulations on your 10 Year Anniversary. We support and appreciate your efforts."

Ivan Dalen
River Valley Telecommunications Coop
PACEDC Board President

"Economic Development is a large part of the mission for Iowa Lakes Community College and I really appreciate the responsiveness and collaboration that Maureen practices. It improves our ability to act quickly with the perfect solutions to strengthen business and industry. Maureen and her colleagues provide follow through to wrap up projects in a timely manner. I really appreciate Maureen's excellent communication and the fact they put key people together to facilitate discussions while matching resources available through the region."

Valerie Newhouse, President
Iowa Lakes Community College
PACEDC Past Board President

"Economic development is key to the survival of Palo Alto County. The recent success and support of economic development in our area could not have been achieved without PACEDC. Now, more than ever, continued support from each community in Palo Alto County and the leadership of the Palo Alto County Board of Supervisors is essential for an ongoing collaborative effort towards economic development – PACEDC is the organization that unites that effort for our area. Congratulations to PACEDC for celebrating 10 successful years. We appreciate all of your efforts."

Craig Merrill
Palo Alto County Board of Supervisor
PACEDC Board of Director

"Congratulations to Kossuth/Palo Alto County Economic Development on their 20 and 10 year anniversaries. When thinking about returning to Graettinger and establishing our chiropractic clinic, I was very grateful for the assistance that I received from Maureen Elbert and her staff with the Palo Alto County Revolving Loan. The Revolving Loan Fund program has also assisted a variety of area businesses with small expansions or upgrades. I am very appreciative to your commitment in sustaining and encouraging new growth in our area."

Dr. Alex Helmich
Graettinger Chiropractic Clinic

"I just wanted to pass along my thanks and admiration to you and your team for the tremendous effort with the Synchronist program. The Best of Iowa and Synchronist Management Team reviewed Kossuth and Palo Alto Counties and you are almost all up to date!!! Your efforts are "STELLAR"!!! The Kossuth Palo Alto Economic Development organization is as current and up to date as any development organization in the state. You know how thorough and aggressive Marion County, Dubuque and Iowa City all are with their company list and visits. I would put you and your team in the same category and level of expertise...!!! Your efforts are helping your companies, communities and citizens of the region by finding "red flag issues" and opportunities for growth and expansion. Thank you for all that you do and thank you for doing it so well for your region and the State of Iowa. You are all leaders and I just wanted to pass along my appreciation to you and your Team for a great job done so well! Please keep up that great work."

Bruce Hansen, V.P. of Business Dev.
Iowa Area Development Group

"The idea of forming a regional development group began with discussions in early 2006. Palo Alto County Economic Development Corporation had recently incorporated and we were looking for a partner that shared the same vision and goals. Our initial discussions with Kossuth County Economic Development Corporation revealed our combined effort had the potential to accomplish much more than either one of us could alone. By aligning our efforts and using the established strengths of KCEDC and their experienced staff, there is no doubt in my mind PACEDC was able to successfully development programs and show results in ½ the time. What would have taken PACEDC 5 or 6 years to get off the ground were operating efficiently in 2 to 3 years. The success that PACEDC has enjoyed the last 10 years is a direct result of the great working relationship with the KCEDC staff. The leadership of Maureen Elbert and her staff forged very successful public/private partnerships for both Kossuth and Palo Alto Counties. Congratulations to Kossuth County Economic Development Corporation on your 20 year anniversary and to Palo Alto County Economic Development Corporation on your 10 year anniversary. And congratulations to the Kossuth/Palo Alto County Economic Development Corporation on 10 years as a highly successful regional development group!"

Kris Ausborn
CEO of Iowa Trust and Savings Bank

"I would like to thank Maureen and her staff for all of their assistance and encouragement during my business expansion project in Emmetsburg. It meant so much to have their professional support and assistance with the Palo Alto County Revolving Loan Fund. Thanks for helping me make my dream come true. Congratulations on your 20 and 10 year anniversaries."

Sierra Origer
Owner of Glamorous Paws

"I would like to thank Maureen Elbert and her staff at Kossuth/Palo Alto County Economic Development for all of their assistance with our expansion projects in Bancroft and Emmetsburg. K/PACEDC continues to move our area forward by retaining and expanding local businesses, along with educating our leaders on available programs that could enhance the quality of their businesses. These efforts strengthen our ability to showcase this part of Iowa as a place to grow in a family friendly environment. I would like to congratulate Kossuth/Palo Alto County Economic Development on their 20 and 10 year anniversaries and for their effort and vision to provide business opportunities for Kossuth and Palo Alto Counties."

Mike Lloyd
Aluma

"Kossuth/Palo Alto County Economic Development has set benchmarks to encourage recruitment for our area by the well-renowned Intern Program, Home Base Iowa, posting available jobs on their websites and broadcasting resumes to area businesses. Palo Alto County would like to thank K/PACEDC for your commitment to our area and congratulations on your 20 and 10 year milestones."

Robin Jamison
Palo Alto County Treasurer

"Palo Alto County would like to congratulate Kossuth/Palo Alto Economic Development for doing a great job in representing our counties and assisting area businesses with keeping our county statistical information current. We would also like to thank you for providing our area with networking resources and pertinent speakers on topics of our request. We appreciate the variety of resources you provide that assist our area businesses. Congratulations on your 20 and 10 year milestones."

Carmen Moser
Palo Alto County Auditor

"Thanks to Kossuth/Palo Alto County Economic Development Corporation for the work that you do on behalf of businesses and citizens in this area. Your organization is very proactive and we enjoy working with you. Keep up the great work!"

Jim Rodenburg
Corporate Communications Manager; Ag Processing, Inc.

"One of the key ways that K/PACEDC has helped me is by forming the Human Resource Networking Group. The HR Group provides the opportunity for HR Professionals in both counties to network and receive education on relevant topics. We meet on a quarterly basis at various locations in the counties. Due to the cuts in Iowa Workforce Development, we no longer have ECI meetings in this area. The K/PACEDC HR Group is the only avenue that we have to connect with other HR Professionals in our local area. K/PACEDC provides a service to our group through organizing meetings, speakers, and hosting our group. They provide the communication and organizational tools that are vital to keep our group functioning. Our group would not exist if we did not have the organizational base that K/PACEDC provides."

***Diane Streit
Max Yield Cooperative***

"I have had the opportunity to speak at several events for Kossuth/Palo Alto County Economic Development Corp. It has always been a genuine pleasure to work with Maureen and her staff. You set a wonderful example of professionalism and excellence. Our counties benefit greatly as a result of your exceptional work."

Brenda Clark-Hamilton, Professional Growth Programs

"In conducting a feasibility study for a new business, I contacted K/PACEDC for information about both Counties. I contact economic development offices all around the country as part of my research and can say that your organization has one of the best websites in the country for gathering information, and your follow-up was very impressive as well."

Steve Terrill, SFS Corporation, Overland Park, KS

"What an impressive and innovative program! K/PACEDC has the only internship program in the state and should be applauded. Small communities across Iowa are losing their young adults to jobs in metropolitan areas mostly because they are unaware of the career opportunities right in their own back yards. The K/PACEDC Intern Program is an excellent tool for both retention and recruiting young professionals. Supporting K/PACEDC ensures the continuation of this valuable program that can help sustain the area workforce of the future."

***Jed Skogerboe, Manager of Business & Community Development
Iowa Lakes Electric Cooperative***

"I personally wanted to say thank you for this great opportunity with the Governor. It was an honor showing him our plant. The round table discussion was amazing. I felt inspired afterwards. Growth in these 2 counties is in all of our best interest. Thanks for helping Aluma out in all possible ways."

***Jim Tonderum, Plant Manager of Emmetsburg
Aluma Trailers***

"I would like to inform you that I accepted a summer internship position based at the Family Practice Clinic in Emmetsburg. I am fairly certain that the clinic received my resume from K/PACEDC and would like to sincerely thank you for your help in finding me summer employment. Without your help, I would not have even known they were looking for someone."

Austin Bonnsetter, Intern

"I had the opportunity to speak at the Kossuth-Palo Alto Economic Development Corporation's Career Intern Breakfast. These two county EDC's have created an outstanding internship program that serves area businesses and industries and prepares high school and college students for careers in the region. I was very impressed with the level of professional development opportunities built into the program. Thank you Maureen Elbert and staff for the invitation and for structuring such an excellent opportunity to students and employers in your region."

Mark Nook, President UNI

"I wanted to send you a note to say thank you for hosting me at the Kossuth/Palo Alto Intern Luncheon. I had a wonderful time engaging with the students and hearing about their experiences."

I also appreciated the opportunity to share some of my leadership insights. This is a great event, and I thank you for all that you do for these students to help them make connections, get the most out of their internships, and prepare for a successful future.”

Wendy Wintersteen, President ISU

“I just wanted to let you know that I received your 2019 Economic Impact snapshot today. I truly recognize the amount of work that must have gone into this, and it certainly paints a picture of all the work your organization does. It’s information like this that is beneficial and shows a return on investment.”

**Troy Weary, Area Manager
ITC Midwest**



Visit us on Facebook, Twitter and LinkedIn at [Kossuth-Palo Alto County Economic Development Corp.](#) to view the latest events and highlights.

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