



Professional Developers of Iowa

Vision • Action • Growth

PDI Membership Handbook - 2018

Foreword

This handbook is designed to provide information to you, as a member of the Professional Developers of Iowa, about the organization, your fellow member professionals, and the resources available to you.

For convenience, the handbook has been designed in a loose-leaf format. This will accommodate periodic and annual updates and allow you to further "customize" the handbook with the addition of your own material.

PDI as an Organization

What is PDI? To better acquaint you with the Professional Developers of Iowa, this section details its purpose, history, and structure, and explains how you can get involved in the organization and take advantage of its services.

Included is PDI's Mission Statement; its history; a list of PDI's officers and directors; standing committees, chairpersons, and their responsibilities; annual conferences and meetings; legislative agenda; and details about other programs and services offered by the association.

Membership Directory - Members Only

To assist you in locating and communicating with your fellow members, you have access to member contact information via the PDI web site at www.PDIowa.com. To access member information, go to the Members Only area, enter your Email address and your Password. If you don't know your Password, enter your email address and click on "lost password/first time login" and within minutes your User Name and Password will be emailed to you. If you need further assistance, please contact PDI staff at director@pdiowa.com.

Bylaws

Included in this section are the bylaws of PDI.

Allied Organizations

To expand your networking and identify other means of assistance to your development efforts, this directory of allied organizations is included. This listing includes contact information for each organization, on the state and federal levels.

Educational Opportunities

Recognizing the evolutionary nature of the economic development profession, a description of various educational programs with specifics regarding enrollment is provided on the website at www.pdiowa.com



Membership

To assist you in locating and communicating with your fellow members, you have access to each individual PDI members' contact information via the PDI web site through the Membership Directory section. To access full member information, go to the Members Only area, enter your Email address and your Password. If you don't know your Password, enter your email address and click on "lost password/first time login" and within minutes your re-set Password will be emailed to you. If you need further assistance, please contact PDI staff at director@pdiowa.com.

A **Membership Application** is available to download from the web site. Please share this information with your colleagues who would benefit from membership in PDI. To access the membership application, click on the Join PDI tab and click on the Download Membership Application or click on Join Online. If you need further assistance, please contact PDI staff at director@pdiowa.com.

There are four types of membership:

Regular Member - an individual professionally employed in an economic development related position, either full time or part time, in the state of Iowa. Membership dues are paid by the employer or organization they represent. In the case of transfer of membership, the membership stays with the organization.

Individual Regular Member - an individual professionally employed in an economic development related position, either full time or part time in the state of Iowa, Membership dues are personally paid by the member. In the case of transfer of membership, the membership goes with the individual.

Associate Member – an individual interested in economic development, or part of a volunteer economic development organization, but not professionally employed in economic development activity in Iowa.

Student – an undergraduate or graduate student enrolled in an economic development related field of study and interested in pursuing economic development as a profession.

Membership is based on a calendar year. Dues renewal notices for the upcoming year are sent in December, January and February. In the case of changing your employment, membership typically stays with the organization who paid it – applied to the new person they hire. The exception to this is if the individual pays the dues themselves.



PDI as an Organization

History

The Professional Developers of Iowa (PDI) was established in 1973 as an organization of economic development professionals working to grow and develop Iowa's economic base. PDI's more than 310 members come from a variety of disciplines: county and regional developers, community developers, utilities, legal and financial firms, universities, community colleges, engineering and construction firms, and railroads.

Mission Statement & Purpose

Professional Developers of Iowa is a voluntary group of professional economic development personnel affiliated for the purpose of furthering the development of the economic base of the State of Iowa. Primary among the purposes of the organization are:

- a. Fostering cooperation and mutual support among the members;
- b. Using the collective expertise of the members to provide guidance and direction to policymakers as it pertains to economic development;
- c. Working consistently to enhance the long-term competitive posture of the State of Iowa as it pertains to economic development;
- d. Providing the means for members to informally exchange ideas and development techniques; and
- e. Affording members the opportunity to enhance their knowledge, expertise, confidence, and professionalism through a varied program of educational activities.



Professional Developers of Iowa

Vision • Action • Growth

History of PDI's Leaders

Past Presidents:

Robert E. Dorothy	1973/1974 (Deceased)
Keith Peterson	1975 & 1976
Hugh McLaury	1977 & 1978
John Wetzel	1979 & 1980
Harold Swesey, Jr.	1981 (Deceased)
Keith Kafer	1982 (Deceased)
Dean Chandler	1983 (Deceased)
Gary Owens	1984
Kenneth Caldwell	1985
Glenn Ivarsen	1986
Dave Selene	1987
Don Chaplain, CEcD	1988
Craig Hamilton	1989
Ron Padavich	1990
David Maahs	1991
Deb Calvert	1992
C.J. Niles	1993
Loren Shultz	1994
Linda Schaut, CEcD, EDFP	1995
Roger Stevenson	1996 (Deceased)
Clark Smith, EDFP	1997
Hugh LaMont	1998 (Deceased)
Randy Pilkington	1999
Dan Culhane, CED	2000
Tim Leach, CED	2001
Dan Anderson, CEcD, EDFP	2002
Kathy Evert, CEcD, CEDFP	2003
Jim Gossett, CEcD	2004
Tina Engelbart	2005
Drew Conrad, CEcD	2005
Steve Lacina, CEcD	2006
Bruce Nuzum, EDFP	2007
Maureen Elbert	2008
Ilene Deckert	2009
Jason White	2010
Kathryn Kunert	2011
Sandy Ehrig	2012
Brent Willett, CEcD	2013
Stacy LoVan	2015
Jason Hutcheson, CEcD	2016
Wayne Pantini, CEcD	2017
Mark Reinig, CEcD	2018

Life Members:

Daniel Anderson
Jack Bailey (Deceased)

LaDene Bowen
Dudley Bowlby (Deceased)
Marion Burns
Dean Chandler (Deceased)

Don Chaplin
Ilene Deckert
Chuck Day
Robert Dorothy
Kathy Evert
Sally Falb
Craig Hamilton
Glenn Ivarsen
Dr. J.K. Johnson, Jr.
Jean Jones (Deceased)
Keith Kafer (Deceased)
Bob Kelso (Deceased)
Hugh LaMont (Deceased)
Ed Lamson (Deceased)
Keith McCullagh
Hugh McLaury (Deceased)
Max Olson
Mervyl Olsen (Deceased)
Gary Owens
John Rodeen (Deceased)
John Schissel
Bill Spitzenberger (Deceased)
Bob Stapleton
Roger Stevenson (Deceased)
Sharon Sullivan (Deceased)
Harley Thornton
Ernie Tippie
Owen Wagner (Deceased)
Dick Weeks (Deceased)
John Wetzel
Del White (Deceased)
Gary Williams
Anita Wyatt

Honorary Members:

Governor Terry E. Branstad
Ernest Hayes (Deceased)
"Ozzie" Forbes Olberg
M.F. "Bud" McKinsey (Deceased)
Governor Robert D. Ray
Robert Rigler
Austin Turner (Deceased)
Del Van Horn (Deceased)



Board of Directors

The PDI Board of Directors is elected to three-year terms at the PDI Annual Meeting, held in the fall (traditionally Wednesday through Friday, in late September). Officers are elected to one-year terms by the Board of Directors. The Board of Directors meets eleven times per year.

Duties of Officers:

President

The duty of the President is to preside at all meetings of the Professional Developers of Iowa and its Board of Directors, to perform specific duties which the Board may place upon him/her, to supervise and direct staff hired to administer the affairs of PDI, and to discharge other duties as ordinarily pertain to the office.

Vice President

The duty of the Vice President is to act for the President in the event of his/her absence, and to perform duties as ordinarily pertain to this office, or as designated by the Board of Directors or by the President.

Secretary/Treasurer

The duty of the Secretary/Treasurer is to be responsible for the records of all meetings of PDI and its Board of Directors, to safeguard all assets of PDI, and to verify the financial transactions of PDI, subject to approval by the Board. At the Annual Business Meeting, the Secretary/Treasurer shall report to the members on all matters handled by him/her including meeting of the corporation. The Secretary/Treasurer shall make an annual financial report to the membership which shall be available for inspection by any member. He/She shall confirm that custody of all books, papers, and property of PDI will reside at Association Management, Ltd. (AML), the association management company for PDI. The Secretary/Treasurer provides instructions of all financial procedures to his/her successor within ten days following the election of his/her successor.

2018 Officers and Board of Directors



President - Carla Eysink
Executive Director
Marion County Development Commission
214 E. Main St, Courthouse
Knoxville, IA 50138
Phone: (641) 828.2257
Email: ceysink@co.marion.ia.us



Vice President - Kelly Halsted
Economic Development Director
Greater Fort Dodge Growth Alliance
24 North 9th Street
Fort Dodge, IA 50501
Phone: (515) 955-8909
Email: kelly@greaterfortdodge.com



Secretary/Treasurer - Kim Didier
Executive Director
Des Moines Area Community College Business Resource
1111 South Army Post Road / Southridge Mall
Des Moines, IA 50315
Phone: (515) 965-7064
Email: kmidier@dmac.edu



Past President - Mark Reinig, CEcD
Economic Development Program Manager
Iowa State University
Center for Industrial Research & Service
104 Marston Hall
Ames, IA 50011
Phone: (515) 294-7883
Email: mreinig@iastate.edu

2018 Directors



Beth Balzer

Project Management, Team Leader
Iowa Economic Development Authority
200 East Grand Avenue
Des Moines, IA 50319
Phone: (515) 725-3111
E-Mail: beth.balzer@iowaEDA.com



Tod Faris

Member Service & Economic Development Manager
Chariton Valley Electric Cooperative Inc
2090 Hwy 5 S / PO Box 486
Albia, IA 52531
Phone: (641) 932-7126
Cell: (641) 895-7101
Email: tfaris@cvrec.com



James Hoelscher, CEcD

Program Manager
UNI Business & Community Services
113 Business & Community Services Bldg.
Cedar Falls, IA 50614
Phone: (319) 273-6941
Email: james.hoelscher@uni.edu



Drew Kamp

Ames Economic Development Commission
Director of Business Retention and Expansion
and Director of Government Relations
304 Main Street
Ames, IA 50010
Phone: (515) 232-2310
Email: drew@ameschamber.com



Shannon Landauer, CEcD

Executive Director
Carroll Area Development Corporation
407 West 5th Street
Carroll, IA 51401
Phone: (712) 792-4383
Email: s.landauer@carrolliowa.com



Kiley Miller, CEcD
Executive Director
Iowa Lakes Corridor Development Corporation
520 2nd Avenue East, Suite 2
Spencer, IA 51301
Phone: (712) 264-3474
Email: kmiller@lakescorridor.com



Mark Nolte
Business Development Director
Iowa City Area Development Group, Inc.
316 E. Court St.
Iowa City, IA 52240
Phone: (319) 354-3939
Email: mnolte@icadgroup.com



Alissa O'Conner
Economic Development Director
Humboldt County Development Association, Inc.
29 5th Street South
Humboldt, IA 50548
Phone: (515) 332-2557
Cell: (712) 335-2077
Email: alissa@humboldtcountyiowa.com



Steve Shupp
Regional Economic Dev. Mgr.
Alliant Energy
200 1st Street SE / PO Box 351 - 9th Floor
Cedar Rapids, IA 52406
Phone: (319) 786-4397
Email: stevenshupp@alliantenergy.com



PDI Committees

The following is a list of PDI Committees and their Mission Statements. To become a member or find out more information about the committee, please contact the PDI office at (515) 243-4585 or e-mail to: director@pdiowa.com.

- **Education Committee** (e.g. organize/develop Spring Event, PPP Workshop, coordinate webinars with other providers; develop audio conferences on hot topics)
 - Steve Shupp, Co-Chair stevenshupp@alliantenergy.com
 - James Hoelscher, Co-Chair james.hoelscher@uni.edu
 - Mark Reinig mreinig@iastate.edu
- **Legislative Committee** (e.g. determine PDI's annual agenda, defend economic development tools, work through lobbyist contract)
 - Kiley Miller, Co-Chair kmiller@lakescorridor.com
 - Kelly Halsted, Co-Chair kelly@greaterforddodge.com
 - Drew Kamp, Co-Chair drew@ameschamber.com
- **Membership Committee** (e.g. inspire, recruit and retain members)
 - Shannon Landauer, Co-Chair s.landauer@carrolliowa.com
 - Kim Didier, Chair kmididier@dmacc.edu
- **PR/Communications** (e.g. markets PDI thru website, social media and newsletter)
 - Alissa O'Conner, Co-Chair alissa@humboldtcountyiowa.com
 - Beth Balzer, Co-Chair beth.balzer@iowa.gov
- **Conference Committee** (e.g. organize agenda/topics for Fall Conference, recruit/work with speakers, sponsors and local host, develop optional activities)
 - Mark Nolte, Co-Chair mnolte@icadgroup.com
 - Tod Faris, Co-Chair tfaris@cvrec.com
 - Carla Eysink, Co-Chair ceysink@co.marion.ia.us
- **Finance Committee** (e.g. execute responsibilities of board, oversee the budget details, recommend investment options, and tax preparation; provide general oversight and planning for the organization's financial considerations and sponsorship recruitment)
 - Kim Didier, Chair kmididier@dmacc.edu

Other Committees

- **Nominating Committee** – (e.g. organize and facilitate nominating process for new board directors)
 - Kelly Halsted, Chair kelly@greaterforddodge.com
- **Executive Committee** –
 - Carla Eysink, Co-Chair ceysink@co.marion.ia.us
 - Kelly Halsted, Co-Chair kelly@greaterforddodge.com
 - Kim Didier, Co-Chair kmididier@dmacc.edu
 - Mark Reinig mreinig@iastate.edu

PDI Staff

The Professional Developers of Iowa (PDI) contract association management services with Association Management, Ltd. (AML). Several staff members are assigned as PDI's Executive Staff and Support Team to support the mission, goals and activities of the Association. All PDI executive and support team members may be contacted via e-mail at Director@PDIowa.com or telephone at (515) 243-4585.



Lynn Harkin, CAE - Executive Director

Lynn serves as the first point of contact for PDI. Under the direction of the Board of Directors, Harkin and her team support the strategic direction of the Association. She will support Board meetings; perform meeting planning which includes the PDI Conferences, PDI Annual Meeting and PDI Grow Iowa Day, work with the Communications Committee to produce the newsletter, and distribute timely communications to the membership of PDI. She also works with all membership issues and education events. director@pdiowa.com / (515) 334-1067



Donna Donovan - Chief Financial Officer

The Chief Financial Officer provides financial management and conducts the day-to-day financial operations of the Association. Financial Manager assists the Harkin and the PDI Treasurer with budget preparation and monitoring of the budget throughout the year. Financial Manager also assists the PDI Treasurer with investments management and trends analysis for the Association. ddonovan@accounting.aml.org / (515) 334-1060



Darcy Watson, CAE - Webmaster/Technical Assistant

Darcy Watson supports PDI in the area of technology. She is responsible for posting information on the PDI Web site and managing all systems that allow for electronic communications to the members. dwatston@aml.org / (515) 334-1066



Nancy Cunningham - Membership Database Manager

Nancy is responsible for managing the PDI membership database, processing dues, processing meeting registrations, and assisting Harkin in coordinating projects (in-house and outsourced) for PDI. staff@pdiowa.com / (515) 334-1012



Kristen Dearden - PDI Meeting Planner

Kristen handles PDI's meetings including the spring event and fall conference including staffing committee meetings, handling all speaker and sponsor details; manages meeting facility, AV, food/beverage, risk assessments, building registration and promoting all meetings. Kristen manages the meetings on-site in addition to all site selection processes. meetings@pdiowa.com / (515) 334-1482



Professional Developers of Iowa

Vision • Action • Growth

PDI Lobbyists

Amy Campbell - Partner, Campbell/Patterson Consulting



Amy Campbell begins her 26th legislative session as PDI's lobbyist in January 2018. She is a partner at Campbell/Patterson Consulting, which provides lobbying, grassroots advocacy, and public policy strategy services to non-profit and community-based organizations. Campbell will enter her second decade of lobbying this year representing 15 clients, including the Travel Federation of Iowa, Iowa Library Association, Iowa Primary Care Association, League of Women Voters of Iowa, Juvenile Detention Coalition of Iowa, and AARP. Prior to becoming partner at Campbell/Patterson, Campbell was the Vice President of Government Relations for the State Public Policy Group, where she worked for twelve years and represented over 23 clients. She has an extensive background in political campaigns, and spent a year on the House Democratic Research Staff, advising Democratic legislators on local government, health, and state government budget issues. Campbell has a political science degree from Central College, Pella.

Craig Patterson - Partner, Campbell/Patterson Consulting



Craig Patterson begins his 17th legislative session in 2018, also his eleventh as PDI's Lobbyist. As a partner at Campbell/Patterson Consulting, he lobbies for ten clients representing a variety of professions, from volunteer firefighters to community health centers to economic developers. Patterson spent more than four years on the Washington, DC staff of Iowa Congressman Jim Nussle, handling all of the Congressman's tax, trade, transportation, energy and agriculture policy work, before serving as Legislative Director. He also served as Policy Director for Nussle's re-election campaign in the fall of 2000. Patterson graduated from the University of Arizona in his hometown of Tucson with degrees in Political Science and Sociology.

Campbell/Patterson Consulting

amy@ialobby.com

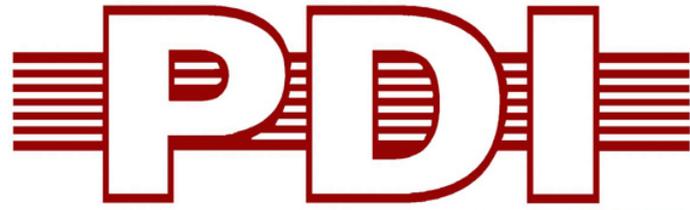
Amy's Cell: (515) 554-5838

Craig@ialobby.com

Craig's Cell: (515) 554-7920

Mailing Address:

1807 N.W. Norton Court
Grimes, IA 50111



Professional Developers of Iowa

Vision • Action • Growth

2018 Policy Priorities (Not yet approved)

The Professional Developers of Iowa (PDI) is a statewide non-profit organization representing more than 330 practicing economic development professionals dedicated to expanding the economy of the State of Iowa. For the past 40 years, PDI has successfully represented the collective economic development interests of both the private and public sectors by providing leadership in defining and promoting statewide economic development initiatives.

PDI believes that in order for Iowa to be successful with its economic development initiatives, we must create a business climate that builds on Iowa's strengths, expands the state's tax base, creates and retains high-paying jobs, and builds the industries of the future. PDI appreciates its partnership with the Iowa Legislature in striving to accomplish these goals and offers the following for discussion and consideration.

Visit www.pdiowa.com – Legislative News to view the PDI Legislative Agenda!

PDI 2018 Legislative Showcase

“This is Iowa” in conjunction with the Travel Federation of Iowa

Tuesday, January 30, 2018 / 4:00-8:00 pm

Iowa State Fairgrounds, Knapp Learning Center, Des Moines, Iowa

2018 Legislative Agenda (DRAFT AS OF NOV 1, 2017)

Priority Issues that should be addressed in the upcoming session

Economic Development Environment

The Professional Developers of Iowa oppose any rollback of economic development incentives absent substantial reduction in the state's corporate income tax rate and the elimination of federal deductibility. In particular, our members passionately support continuation of business tax credits such as the research activities credit and stand against further restrictions on Tax Increment Financing, which are among the few economic development tools available to communities competing for jobs against neighboring states.

Workforce Recruitment

While sustaining support for Home Base Iowa and ABI's Elevate Iowa, the Governor and Legislature should explore other means of recruiting needed workers. These may include programs targeting specific professions, student loan forgiveness, income tax rebates, credits or deductions on student loan debt, and other incentives to keep people in Iowa and drive population growth. Recruitment efforts should be coordinated with economic development organizations throughout the state, much like business recruitment efforts have been for several decades.

Water Quality

Water quality in Iowa must be improved for both the health and enjoyment of future generations. Any water quality solution that does not enhance quality of life and thereby fails to address Iowa's critical workforce

challenge will be a huge wasted opportunity. Lawmakers are responsible for ensuring that funding for water quality and conservation enhancements benefit all Iowans. Within the vigorous discussion about water quality, the Governor and legislature should also address the critical need for funding for local infrastructure.

Further actions the Governor and Legislature should pursue in an effort to drive job creation and wealth in Iowa.

Economic Development Environment

The basic building blocks of economic development consist of the business environment we have to market combined with the tools available to pursue and bring a project to fruition. The combination makes employers first take a look at Iowa and then follow the steps toward their eventual location/expansion. Some of these building blocks are as follows:

Corporate Income Tax - Strong consideration should be given to simplification of Iowa's corporate Income tax structure. The current structure is complex to investors from outside the state and country. The simplification and reduction of the corporate income tax will entice industrial and commercial investment, which will create new job growth.

Federal Deductibility - The elimination of federal deductibility coupled with lower brackets would eliminate a competitive disadvantage for Iowa in comparison to other states. The current system often scares away prospective employers by giving the impression that Iowa's tax burden is higher than it really is.

State Economic Development Resources - Growth in jobs and wealth in Iowa is directly related to the reliability and sustainability of resources for use by the Iowa Economic Development Authority (IEDA) and Iowa Workforce Development. After many years without an upward adjustment in their budgets to support salary increases, both departments last year endured substantial funding cuts. To grow Iowa's economy, we should devote MORE resources to these departments, not force them to lay off employees.

Programs, credits and incentives that have a proven return on investment and a record of successfully creating economic growth across diverse industry categories need to be protected. There are several such programs, but some examples include Research Activities Credits, Historic Preservation Credits, the High Quality Jobs Program, Redevelopment Credits, Workforce Housing Incentives, and Venture Capital & Innovation Credits.

Tax Increment Financing – Local governments rely on the flexibility of TIF to address community growth challenges, from workforce and housing shortages to aging infrastructure to redevelopment to partnering with the States. PDI supports TIF and opposes efforts to weaken this important and flexible local economic development tool. TIF reporting requirements adopted by the legislature in 2012 provide the public sufficient information about local use of TIF.

Workforce/Housing/Workforce Housing

The most significant impediments to economic growth in Iowa are a tight labor market and inadequate housing. Together these challenges perpetuate a cycle: Businesses choose not to locate in areas of Iowa due to insufficient numbers of workers and a shortage of housing. In turn, communities are unable to build

housing or draw new residents because of a lack of jobs. Solving the problem will require action on multiple fronts:

Workforce Housing Tax Credit – The amount of credits available annually should be raised to \$40 million and the credits should no longer count against the state’s business tax credit limit. Consideration should also be given to enacting a component of the program specifically assisting rural communities and excusing them from the obligation to conduct expensive housing market needs analyses prior to greenfield development.

Workforce Recruitment – While sustaining support for Home Base Iowa and ABI’s Elevate Iowa, the Governor and Legislature should explore other means of recruiting needed workers. These may include programs targeting specific professions, student loan forgiveness, income tax rebates, credits or deductions on student loan debt, and other incentives to keep people in Iowa and drive population growth. Recruitment efforts should be coordinated with economic development organizations throughout the state, much like business recruitment efforts have been for several decades.

Workforce Training – Ensuring access to innovative training programs and practices responsive to a rapidly changing workplace requires both adequate state funding and proper alignment of services. We look forward to the implementation of the Career and Technical Education bill from last session, a significant milestone for Iowa.

Brownfield & Grayfield – Given the tremendous power of the Brownfield & Grayfield program to encourage redevelopment in aged or blighted areas, the amount of credits available annually should be increased from its current level of \$10 million. The program has been vastly oversubscribed in the last 5 years, which has an immediate and substantive impact on communities across Iowa.

As well, the Governor and Legislature should explore means of assisting communities in redeveloping abandoned buildings, potentially as housing. Current programs at IEDA and IDNR should be evaluated to gauge how the programs can complement one another to impact the greatest number of communities possible.

Enhance Iowa – Trails, parks and other quality-of-life amenities draw workers and businesses, yet last year the Legislature passed the Enhance Iowa legislation without funding. The Governor and Legislature should build on last year’s bill by establishing a funding mechanism for this program.

School Funding – PDI understands the heavy burden school funding puts on the state budget; however, annual delays in setting allowable funding increases are damaging to schools and the entire education system. Policy are urged to resolve the funding debate early in the 2017 session and to strive for a less politicized process.

Small Business & Entrepreneurship Support – Direct technical assistance to entrepreneurs and start-up companies is a key component to growing Iowa’s economy. The Legislature should provide adequate funding for small business development and economic gardening programs to foster entrepreneurial endeavors.

For More Information Contact:

Kelly Halsted, Legislative Committee Co-Chair – 515/955-8909; kelly@greaterfortdodge.com

Drew Kamp, Legislative Committee Co-Chair – 515/232-2310; drew@ameschamber.com

Kiley Miller, Legislative Committee Co-Chair – 712/264-3474; kmiller@lakescorridor.com

Amy Campbell, Lobbyist – 515/554-5838; Amy@IALobby.com

Craig Patterson, Lobbyist – 515/554-7920; Craig@IALobby.com



PDI Legislative Showcase

“This is Iowa” in conjunction with
the Travel Federation of Iowa
Tuesday, January 30, 2018 / 4:00-8:00 pm
Iowa State Fairgrounds, Knapp Learning Center, Des Moines, Iowa

Heartland Economic Development Course, Inc.

April 22-26, 2018
Adam's Pointe Conference Center
Blue Springs, MO
<http://www.bcs.uni.edu/heartland/>

PDI/MAEDC 2017 Best Practices

Tuesday, May 1, 2018
12:00 am – 5:00 pm
Renaissance Des Moines Savery Hotel
401 Locust Street
Des Moines, IA

SMART Conference

Wednesday, May 2, 2018
8:00 am – 4:00 pm
Embassy Suites by Hilton Des Moines Downtown
101 E. Locust Street
Des Moines, IA

PDI/MAEDC 2017 Best Practices

Thursday, May 3, 2018
8:00 am – 12:00 pm
Renaissance Des Moines Savery Hotel
401 Locust Street
Des Moines, IA

PPP Course – The Partners, the Profession and the Process

TBD

PDI Fall Conference

September 26-28, 2018
Sheraton Iowa City Hotel
210 S Dubuque Street
Iowa City, IA 52240
(319) 337-4058
www.sheratoniowacity.com



Newsletter – *The PDI Post*

12 times a year, PDI publishes *The PDI Post*, an educational and informational resource for Iowa's economic developers. This publication is distributed electronically to PDI members, legislators and complimentary key contacts. Issues include an article from the PDI President, IDED updates, upcoming events, and other timely feature articles. Ads for professional positions may be submitted as a part of the website charge (newsletter only) for positions within Iowa.

The deadline for submitting articles, announcements, ads, and other items is the 15th of the month prior, for publication the following month. Final approval of all information is made by the PDI Communications Committee. An ad rate sheet for both the website/newsletter is available at www.pdiowa.com

To submit items for publication in *The PDI Post*, contact Lynn Harkin, PDI Executive Director at (515) 243-4585, fax to (515) 334-1167, e-mail to director@pdiowa.com, or mail to 1255 SW Prairie Trail Parkway ■ Ankeny, IA 50023

Web Page – www.pdiowa.com

PDI maintains its own Web site at www.pdiowa.com. The Web site contains general information about PDI, upcoming events, available professional positions, legislative agenda (updates are available during the legislative session), scholarship information, and links to members' community sites.

The Web site also contains a password protected area for PDI Members only. This area allows access to the members' contact information. To access member information, click on Member Login and enter your Email address and Password. If you don't know your Password, enter your email address and within minutes your User Name and Password will be emailed to you. If you need further assistance, please contact PDI staff at director@pdiowa.com or (515) 243-4585.

PDI Blog (Includes Social Media Sites: FaceBook, Twitter & LinkedIn) – The PDI Communications and Public Relations Committee utilizes various social media tools to communicate timely information with our members. By updating our blog and posting other information on our Web site and using social media tools to drive people to the site we will create more traffic to the on-line "hub" of our organization where users and members will find more relevant and valuable information and further increase our search engine optimization. Users can sign up for the various social media tools and for RSS feeds directly from the Web site. These methods of communication will result in more real-time information sharing and discussion among our members.

Sign up today to be a Member-to-Member Resource Coach!

- I would like to serve as a Member-to-Member Resource Coach. (Complete the background information below and select your areas of expertise.)

Name _____
 Organization _____
 Email _____

Please complete the following information for the best match:

1. Years of experience in Economic Development:
 _____ 1 to 5 _____ 5 to 10 _____ 10 or more

2. My professional background highlights (i.e. current and former positions in ED; certifications earned; community interests, etc.):

3. Size of community in which I hold my position:
 _____ Small 1 to 15,000 _____ Medium 15,001 to 50,000
 _____ Large 50,001 and above

Please check your areas of expertise (you may select more than one):

- Business Retention & Expansion
- Business & Industry Recruitment
- Community Development
- Entrepreneurship
- Financing
- Fundraising
- Governmental Affairs
- Grant Writing
- Health Care Development
- Higher Education
- Housing
- Infrastructure Development
- Marketing
- Organizational Development
- Planning
- Public Administration – Ordinances & Procedures
- Real Estate
- Regional Development
- Strategic Planning
- Subsidiary Development
- Tax Incentives
- Technical Assistance
- Telecommunications
- Tourism Development
- Workforce Planning/ Development
- Other _____



Professional Developers of Iowa
Vision • Action • Growth

Scholarship Opportunities

Purpose and Intent

Professional Developers of Iowa (PDI) offers a limited number of scholarships to ***Heartland Economic Development Course, IEDC certified Regional Economic Development Courses, Economic Development Institute (EDI), and the National Development Council's Professional Certification Programs.*** In addition, other courses will be considered for eligibility on a case-by-case basis. The intent of the fund is to assist members whose development organization cannot provide total funding. Scholarships are made available to PDI members (individual in whose name membership is held) in an effort to provide educational opportunities and promote professionalism. Funding priority will be given to assist members new to the profession and members whose development organizations cannot provide total funding. The number of scholarships to be awarded shall be determined yearly by the Board of Directors, through their planning and budgeting process.

Eligibility Requirements for Scholarship:

1. As the intent of this fund is to assist members whose employers cannot provide total funding, the member must demonstrate a need for the scholarship funds. **The member's employer must participate in the expense of the course.**
2. The scholarship application will be reviewed and recommendations made to the Board of Directors by the Education Committee. Final action will be taken by the Board of Directors if application is received prior to that month's board meeting.
3. Scholarship funds will be disbursed to approved applicants upon receipt of a copy of the certificate of completion from the course identified in the scholarship application.
4. Scholar's awards will include the following:

Maximum scholarship available is \$500 per application. (Eligible costs include tuition fees, course fees, and course material fees.)

5. The maximum amount of scholarship funds available to any one member is \$1,000.

Other possible funding sources:

1. Additional scholarships may be available from other entities. Contact Lynn Harkin, Executive Director at director@pdiowa.com or call (515) 243-4585 for information.
2. Utility providers often have funding streams for education to include: Electric providers, natural gas providers, rural telephone providers. Contact your local representatives for more information.
3. Don't overlook local businesses for assistance. Many corporations want to be involved with assisting communities grow and may be willing to provide possible funding.



SCHOLARSHIP APPLICATION

Please complete **all** items by typing or printing.

Applicant Information:

I. Applicant Name _____ Title _____

Firm/Organization _____

Address _____

City/State _____ ZIP _____ Telephone _____

Number and Dollar Amount of Scholarships Previously Received from PDI _____

II. Nature of Business or Profession: _____
Please attach current resume

Length of time in economic development field: _____

Length of time in present position: _____

Length of time as a PDI member: _____

III. Total Amount Requested \$ _____ Total Tuition or Course Fee \$ _____

Applicant's Supporting Statement of Need for the Scholarship:
(Please attach current organizational budget)

IV. List all sources; State, local, or other match sources(s) if appropriate:
(Name of organization and amount)

Name 1- _____ Amount \$- _____

Name 2- _____ Amount \$- _____

Course Information:

V. Economic Development Continuing Education:
Name of Course and Date attending

VI. Please give a brief overview of your future educational plan:

Employer Information:

V. Employer's Consent and Participation Agreement

I, _____ (name) _____ (title)
hereby, consent to allow time for fulfillment of the economic development education program at
_____ (course title) and further agree to participate in the
expense of the course and to encourage a continuing education program for the applicant.

Employer's Signature _____ Date _____

VI. Applicant's Certification

If I am granted a scholarship, I hereby certify:

- A. I fully understand my obligations incurred by the scholarship.
- B. The information submitted herein is true, accurate, and correct.
- C. I will fulfill the requirements of attendance and prescribed studies of the economic development programs.
- D. I will supply to PDI documentation of tuition or course fee.
- E. I will supply to PDI documentation of completion of course, or verification of attendance.

Applicant's Signature: _____ Date: _____

Incomplete or unsigned applications will not be considered.

Required Attachments

- Resume (Section II)
- Budget (Section III)

Please return this application to:

Education Committee Co-Chairs
Professional Developers of Iowa
1255 SW Prairie Trail Parkway
Ankeny, IA 50023
director@pdiowa.com
(515) 334-1167 fax

(Do not write in space below)

VII. PDI Board of Directors Action

Amount of Award Granted _____ Award Denied _____
Board Meeting Date _____

Chair, Education Committee



**AMENDED AND RESTATED BYLAWS OF
PROFESSIONAL DEVELOPERS OF IOWA, INC.
Amended & Restated 10/15/09**

**ARTICLE I
DEFINITIONS**

For the purposes of these Amended and Restated Bylaws (the “Bylaws”), terms shall have the following meanings:

“Articles of Incorporation” means the articles of incorporation of the Corporation as amended or restated from time to time.

“Board” or “Board of Directors” means the Board of Directors of the Corporation, and the term “Director” means an individual member of the Board.

“Corporation” means Professional Developers of Iowa, Inc., an Iowa nonprofit corporation, unless, from its context or use, it clearly has a different meaning.

“Member” or “Members”, as the context requires, means a member of the Corporation, including a Regular Member, Associate Member, Corporate Member, Student Member, Life Member or Honorary Member, all as described in Article III.

**ARTICLE II
NAME; PURPOSES**

Section 2.1 **Name**. The name of this Corporation is Professional Developers of Iowa, Inc. (“PDI”) and shall, when used on letterhead, other printed matter, and for promotion, publicity and public relations purposes, be accompanied by the phrase, “An Association of Economic Development Professionals”.

Section 2.2 **Purposes**. The Corporation is composed of a group of professional economic development personnel affiliated for the purpose of furthering the development of the economic base of the State of Iowa. Primary among the purposes of the Corporation are:

- (a) Fostering cooperation and mutual support among the Members;
- (b) Using the collective expertise of the Members to provide guidance and direction to the policymakers concerning matters related to economic development;
- (c) Working consistently to enhance the long-term competitive posture of the

- (d) State of Iowa with respect to economic development; Providing the means for the Members to informally exchange ideas and development techniques; and
- (e) Affording Members the opportunity to enhance their knowledge, expertise, confidence, and professionalism through a varied program of educational activities.

ARTICLE III
MEMBERSHIP

Section 3.1 Membership Criteria. Individuals who are prominently active in economic development may be considered for membership in the Corporation. A candidate for membership will be proposed by the Membership Committee, and upon review of the application, membership may be extended by the Board of Directors. In the event of a contested membership, the matter will be resolved by a majority vote of the Board of Directors.

Section 3.2 Categories of Members. Members shall be categorized in one of six (6) categories:

- (a) Regular Member. A Regular Member shall be professionally employed in an economic development related position, either full or part-time, in the State of Iowa. Membership dues are paid by the employer or organization they represent. In the event of a change in employment, membership remains with the organization and the replacement employee would assume the existing PDI membership, subject to Section 3.1, Membership Criteria.
- (b) Individual Regular Member. An Individual Regular Member is professionally employed in an economic development related position either full or part-time who personally pays his or her own dues. These Individual Regular Members maintain their membership regardless of employer, subject to Section 3.1, Membership Criteria.
- (c) Associate Member. An Associate Member shall be an individual interested in economic development, or part of an economic development organization, but who is not professionally employed in economic development activity in Iowa.
- (d) Student Member. A Student Member shall be an undergraduate or graduate student enrolled in an economic development related field of study and interested in pursuing economic development as a profession.
- (e) Life Member. A Life Member shall be a former Member retired from the profession and recognized by the Corporation for previous contributions to the organization and profession. Life Members will not pay dues and will not have voting rights or hold office.
- (f) Honorary Member. An Honorary Member shall be a person not directly engaged in economic development, but who espouses the

overall cause and direction of economic development in Iowa. The nominee shall be recommended by the Membership Committee to the Board of Directors. The Board of Directors shall make nominations and reasons known to the Members sixty (60) days prior to the Annual Business Meeting. The Board shall make the decision of inclusion of the nominee for Honorary Member based upon Member feedback. An Honorary Member shall not pay dues, hold office, or have voting rights.

Section 3.3 Annual Membership; Dues. Membership in the Corporation shall be on a calendar year basis with annual dues to be determined by the Board of Directors.

Section 3.4 Termination of Membership. Membership in the Corporation may be terminated or changed in one or more of the following ways:

- (a) Resignation;
- (b) By request of the Board of Directors for just and appropriate reasons, based upon a seventy-five percent (75%) or greater vote of the entire Board of Directors; or
- (c) For non-payment of dues. At least two (2) notices of nonpayment must be given to the Member, including the annual billing and sixty (60) days allowed for payment after the due date. If payment is not received within thirty (30) days after the date of the second notice, the Member may be terminated as provided in Section 3.5.

Section 3.5 Procedure prior to Termination. Prior to a Member's termination pursuant to Section 3.4 (b) or (c), the Corporation shall provide the Member with at least fifteen (15) days prior written notice of the proposed termination, the reasons for the termination, and the effective date of the termination. Such notice shall be given by first class or certified mail to the Member's address as shown on the Corporation's records. The Member shall then have an opportunity to present information to the Board of Directors, either orally or in writing, not less than five (5) days prior to the effective date of the termination. In any proposed termination, the Board of Directors shall consider all of the facts and circumstances surrounding the proposed termination prior to making a final decision concerning termination.

ARTICLE IV **MEETINGS OF THE MEMBERS**

Section 4.1 Regular Meetings. The Corporation shall hold its Annual Business Meeting at a date that shall be specified by the Board of Directors.

Section 4.2 Special Meeting. A special meeting of the Members may be called by the Board of Directors or by Members representing at least 5% of the Members entitled to vote, by written request that is signed and dated and states the purpose for which the meeting is being called. The Board of Directors shall call the special meeting within thirty (30) days of being presented with a demand for the same.

Section 4.3 Place of Meeting. Meetings of the Members shall be held at such time, date and place, both within or without the State of Iowa, as shall be specified by the Board of Directors.

Section 4.4 Notice. The Corporation will provide Members with written notice of each regular meeting or special meeting of the Members not more than sixty (60) but not less than ten (10) days prior to the meeting. Notice shall be mailed by first class or registered mail, unless provided electronically. Notice of regular meetings shall include a description of any matter or matters to be considered and/or approved by the Members and notice of special meetings shall include the purpose of the meeting.

Section 4.5 Waiver of Notice. A Member may waive notice required by these Bylaws before or after the date and time stated in the notice. The waiver must be in writing, be signed by the Member and be delivered to the Corporation for inclusion with the Corporate minutes or records. A Member's attendance at a meeting shall result in a waiver of objection to lack of notice, and of the consideration of a particular matter not described in the meeting notice, if the Member does not object at the beginning of the meeting or when the particular issue is presented.

Section 4.6 Action by Written Consent. Any action required or permitted to be taken at a meeting of the Members may be taken without a meeting if consents in writing setting forth the action so taken are signed by Members representing at least 80% of the Members entitled to vote thereon and are delivered to the Corporation for inclusion in the Corporation's records. A consent may be revoked in writing, if at the time the consent is revoked, the Corporation has not already received the number of consents required to take the action. If any action is taken by the written consent of the Members, each Member who has not signed a consent to the taking of the action, if any, shall be provided with written notice of the action. In such case, the approval of the action taken will become effective ten (10) days after notice is given.

Section 4.7 Action by Written Ballot. Any action required or permitted to be taken at a meeting of the Members may be taken without a meeting if the Corporation delivers a written ballot to every Member entitled to vote on the matter. Each written ballot must include:

- (a) a statement of each proposed action;
- (b) an opportunity to vote for or against each proposed action;
- (c) indicate the number of responses needed to meet the quorum requirements, which is 10% of the Members entitled to vote on a matter, unless otherwise provided;
- (d) state the percentage of approvals necessary to approve each matter, which is 51% unless otherwise provided; and
- (e) state the time by which the ballot must be received by the Corporation in order to be counted.

Section 4.8 Quorum Requirements. Unless otherwise provided, the presence of 10% of the Members entitled to vote on a matter shall be a quorum.

Section 4.9 Communication Equipment. Members may participate in a meeting by means of teleconference, video conference or similar communications equipment by virtue of which all persons participating in the meeting may hear each other if all participants are advised of the communications equipment and the names of the participants in the conference are divulged to all participants. Participation in a meeting pursuant to this section shall constitute presence in person at such meeting.

ARTICLE V **BOARD OF DIRECTORS**

Section 5.1 Powers and Responsibilities. The business and affairs of the Corporation shall be managed by the Board of Directors.

Section 5.2 Number. The number of Directors on the Board of Directors shall be at least thirteen (13), but such number may be increased as provided herein by action of the Board of Directors or by amendment to the Bylaws. Any increase in the size of the Board shall create a vacancy, which may be filled immediately by the existing directors. No decrease in the number of directors shall have the effect of shortening the term of office of any incumbent director. The immediate past President shall serve as a member of the Board of Directors for the calendar year after his/her term expires.

Section 5.3 Term. Twelve 12 directors shall be elected for three (3) year terms with a maximum of one-quarter of the Board of Directors being elected each year at the Annual Business Meeting. Terms shall run beginning November 1 through October 31. One Board of Director position shall be held by a representative of the Iowa Department of Economic Development, who shall be appointed by the Board of Directors. No member of the Board of Directors shall be re-elected until the lapse of one (1) year from the end of their previous term, with the exception of the director position held by the IDED or a Board Member who is moving onto the Executive Committee as an Officer. A director fulfilling the unexpired term of a resigned director shall be eligible for election to a full term.

Section 5.4 Election. The Vice President shall chair and appoint, subject to Board of Director approval, a nominating committee, not less than sixty (60) days prior to the date of the Annual Business Meeting. The nominating committee's slate of candidates shall be presented at the Annual Business Meeting and its selections may be supplemented by nominations from the floor. Candidates receiving the highest number of votes cast shall be elected to the Board of Directors.

Section 5.5 Meetings. A regular meeting of the Board of Directors shall be held without other notice than proper resolution of the Board. Special meetings of the Board may be called by or at the request of the President or any three (3) directors. Notice of any special meeting shall be given at least five (5) days prior to the date of the meeting by written notice delivered electronically or mailed to each director by first class mail. A notice of special meeting shall specify the purpose of the special meeting.

Section 5.6 Attendance at Meetings; Removal. Each member of the Board of Directors shall participate in regularly scheduled meetings of the Board or committee meetings as requested by the President. If a member of the Board of Directors should miss three (3) consecutive meetings, or change employment to a position not related to economic development, the President may request the Board member's resignation, which shall be promptly given.

Section 5.7 Vacancies. Vacancies in the Board of Directors shall be filled by the remaining members of the Board of Directors for the unexpired term of the director whose departure created the vacancy.

Section 5.8 Waiver of Notice. Attendance of a Director at a meeting constitutes a waiver of notice of the meeting except where a Director attends a meeting for the express purpose of objecting to the transaction of any business because the meeting is not lawfully called or convened. Notice also may be waived in writing, either before or after the meeting by delivering a written waiver, dated and signed by the Director, to be filed with the Corporation's records.

Section 5.9 Quorum and Valid Director Action. At all meetings of the Board, a simple majority of the Directors then in office shall constitute a quorum for the transaction of business. The vote of a majority of the Directors present and voting at any meeting at which a quorum is present shall constitute the act of the Board, unless the vote of a larger number is specifically required by law, or by the Articles of Incorporation or these Bylaws.

Section 5.10 Written Consents. Any action required or permitted to be taken by vote at any meeting of the Board or of any committee thereof may be taken without a meeting, if before or after the action, all members of the Board or committee consent in writing. The written consents shall be filed with the minutes of proceedings of the Board or committee. Such consents shall have the same effect as a vote of the Board or committee for all purposes.

Section 5.11 Communication Equipment. Members of the Board of Directors, or any committee designated by the Board, may participate in a meeting of the Board or committee by means of teleconference, video conference or similar communications equipment by virtue of which all persons participating in the meeting may hear each other if all participants are advised of the communications equipment and the names of the participants in the conference are divulged to all participants. Participation in a meeting pursuant to this section shall constitute presence in person at such meeting.

ARTICLE VI **OFFICERS; COMMITTEES**

Section 6.1 President. The President shall preside at all meetings of the Corporation and of its Board of Directors, shall perform specific duties which the Board of Directors may designate to him/her, shall supervise and direct any staff hired to administer the affairs of the Corporation, and shall discharge such other duties as ordinarily pertain to the office.

Section 6.2 Vice President. The Vice President shall act for the President in the event of his or her absence, and shall perform other duties as ordinarily pertain to the office or as designated by the Board of Directors or the President.

Section 6.3 Secretary/Treasurer. The Secretary/Treasurer of the Corporation shall issue, or cause to be issued, notices of all Board meetings, shall be responsible for the keeping and the reporting of adequate records of all transactions of the Board, and shall record the minutes of all meetings of the Board of Directors. The Secretary/Treasurer shall be responsible for all funds of the Corporation, shall make reports to the Board of Directors as requested by the Board of Directors, and shall see that an accounting system is maintained in such a manner as to give a true and accurate accounting of the financial transactions of the Corporation. The Secretary/Treasurer shall make a report to the Members at the Annual Business Meeting, and shall make an annual financial report to the Members, which shall be available for inspection by any Member. The Secretary/Treasurer shall further perform such other duties incident to his or her office and as the Board of Directors may from time to time determine.

Section 6.5 Staff. To assist the Corporation in the performance of duties, staff may be employed or contracted to perform such duties as deemed necessary and appropriate by the Board of Directors.

Section 6.6 Committees. The Board of Directors may by resolution create an Executive Committee and one or more ad hoc committees from its Members, each of which shall have and may exercise all the authority of the Board of Directors, except as pertains to amending these Bylaws. The Executive Committee shall be composed of the officers of the corporation and the Immediate Past President. The Executive Committee's specific responsibility includes exercising powers of the Board between regularly scheduled meetings. Actions of the Executive Committee and any ad hoc committee shall be reported to the Board of Directors at its regular meetings.

Section 6.7 Quorum, Meetings, Rules and Procedures. Quorum for any meeting of a committee shall be a simple majority of the committee members, except that any ex officio members of the committee shall not be included in calculating the quorum requirement unless they are present at the meeting, in which event they shall be included towards meeting the quorum requirement. The affirmative vote of a majority of the quorum is necessary to take action of the committee, including the affirmative vote of at least one member of the Board present at the meeting of the committee in order to take any action other than recommendation by the committee to the Board or Executive Committee. Minutes of all committee meetings shall be kept and forwarded to the Board. Each committee shall adopt rules for its own governance not inconsistent with these Bylaws or the acts of the Board.

ARTICLE VII
MISCELLANEOUS

Section 7.1 Fiscal Year. The fiscal year of the Corporation shall begin on the first day of January each year and end on the 31st day of December of each year.

Section 7.2 Amendment of Articles of Incorporation. The Board of Directors may from time to time review the Articles of Incorporation and propose amendments to the Members. Amendments may be proposed at the Annual Business Meeting of the Members, or if necessary, at a special meeting of the Members. Members shall be provided with written notice of the proposed amendments, and the text of each proposed amendment in accordance with the requirements for notice of the Annual Business Meeting or a special meeting of the Members, as applicable, provided herein. Action may also be taken by written consent or by written ballot as provided in these Bylaws. Approval of amendments to the Articles of Incorporation requires a 2/3 vote of the Members present at the meeting. If action is taken by written consent or by written ballot, the requirements of Sections 4.6 or 4.7 shall apply.

Section 7.3 Amendment of the Bylaws. The Board of Directors may from time to time review these Bylaws and propose amendments to the Members. Amendments may be proposed at the Annual Business Meeting of the Members, or if necessary, at a special meeting of the Members. Members shall be provided with written notice of the proposed amendments, and the text of each proposed amendment in accordance with the requirements for notice of the Annual Business Meeting or a special meeting of the Members, as applicable, provided herein. Action may also be taken by written consent or by written ballot as provided in these Bylaws. Approval of amendments to the Bylaws requires a simple majority vote of the Members present at the meeting. If action is taken by written consent or by written ballot, the requirements of Sections 4.6 or 4.7 shall apply.

Dated: 10/15/09

Kathryn Kunert, PDI
Secretary/Treasurer



Allied Professional Organizations

National:

Heartland EDC
University of Northern Iowa
Institute for Decision Making
Cedar Falls, IA
(800) 782-9520
www.heartland-edc@uni.edu

International Economic Development
Council
734 15th Street NW, Suite 900
Washington, DC 20005
(202) 223-7800 FAX: (202) 223-4745
www.iedconline.org

National Development Council
51 East 42nd Street, Suite 300
New York, NY 10017
(212) 682-1106 FAX: (212) 573-6118
www.nationaldevelopmentcouncil.org

Mid-American Economic Development
Council
17 South High Street, Suite 200
Columbus, OH 43215
Phone: (866) 439-9172
Fax: (614) 221-1989
email: tracey@assnoffices.com
www.maedc.net

National Association of Development
Organizations
400 North Capitol St., NW, Suite 390
Washington, DC 20001
(202) 624-7806 FAX: (202) 624-8813
www.nado.org

U.S. Department of Agriculture
1400 Independence Ave., S.W.
Washington, DC 20250
Information Hotline: (202) 720-2791
<http://www.usda.gov>

Iowa:

Community Vitality Center
477 Heady Hall
Ames, IA 50011-1070
(515) 294-3000 FAX: (515) 294-3838
www.cvcia.org

Federal Home Loan Bank of Des Moines
907 Walnut Street
Des Moines, IA 50309
(515) 281-1000 FAX: (515) 281-1022
www.fhlbdm.com

Institute for Decision Making
University of Northern Iowa
113 Business and Community Services Bldg
Cedar Falls, IA 50614-0120
(319) 273-2969 FAX: (319) 273-6830
www.bcs.uni.edu/idm

Institute for Social and Economic
Development
910 23rd Avenue
Coralville, IA 52241
(319) 338-2331 FAX: (319) 338-5824
www.ised.org

Iowa Area Development Group
2600 Grand Avenue, Suite 430
Des Moines, IA 50312
(515) 223-4817 FAX: (515) 223-5719
www.iadg.com

Iowa Association of Business and Industry
400 East Court Avenue, Suite 100
Des Moines, IA 50309
(515) 280-8000 FAX: (515) 244-8907
www.iowaabi.org

Iowa Association of Realtors
1370 NW 114th St. Suite 100
Clive, IA 50325
(515) 453-1064 FAX: (515) 453-1070
www.iowarealtors.com

Iowa Association of Regional Councils
818 Des Moines St.
Des Moines, IA 50309
(515) 282-0001 FAX: (515) 282-9040
<http://iarcog.com/>

Iowa Bankers Association
8800 NW 62nd Avenue
Johnston, IA 50131
(800) 532-1423 FAX: (515) 280-4140
www.iowabankers.com

Iowa Business Growth Company
5409 NW 88th Street, Suite 100
Johnston, IA 50131
(515) 223-4511 FAX: (515) 223-5017
www.iabgc.com

Iowa Chamber of Commerce Executives
424 1st Avenue NE
Cedar Rapids, IA 52401
(319) 398-5317
www.iowachamber.net

Iowa Economic Development Authority
200 E. Grand Avenue
Des Moines, IA 50309
(515) 242-4700 FAX: (515) 242-4809
<http://www.iowaeconomicdevelopment.com/>

Iowa Workforce Development
1000 E. Grand Avenue
Des Moines, IA 50309
(515) 281-5387 or (800)
JOB-IOWA: (800) 562-4692
www.iowaworkforce.org

Iowa Department of Natural Resources
502 East 9th Street
Des Moines, IA 50319-0034
(515) 281-8489
www.iowadnr.com

Iowa Department of Transportation
800 Lincoln Way
Ames, IA 50010
(515) 239-1101 FAX: (515) 239-1120
<http://www.dot.state.ia.us/>

Iowa Finance Authority
100 E. Grand Avenue, Suite 250
Des Moines, IA 50309
(515) 242-4990 FAX: (515) 242-4957
www.ifahome.com

Iowa State Association of Counties
510 SW 7th S., Suite Q
Des Moines, IA 50309
(515) 244-7181 FAX: (515) 244-6397
www.iowacounties.org

Iowa League of Cities
317 6th Avenue, Suite 800
Des Moines, IA 50309
(515) 244-7282 FAX (515) 244-0740
www.iowaleague.org

State Data Center of Iowa
State Library of Iowa
Ola Babcock Miller Building
1112 E. Grand Ave
Des Moines, IA 50319-0233
(515) 281-4350 FAX: (515) 242-6542
www.silo.lib.ia.us/specialized-services/datacenter