

## CONNECT

Quarterly Economic

Development Meeting

January 28, 2022





#### **AGENDA**

Focus: Business Revolving Loan Resources & Infrastructure

- Call to Order
  - -Marion County Board of Supervisors
- I. Welcome & Introductions
  - -Welcome, Marion County Development
  - -Red Rock StartUP!
  - -Websites:

Marioncountyiowa.com Redrockarea.com

- I. Business Revolving Loan Funds
  - a. Midlowa Development Fund, Tami Lehmann-Region XII COG
  - b. Pella Cooperative Electric, Doug Stewart-Pella REC
- I. Infrastructure
  - a. Regional Broadband Study, Brian Crowe-Greater Des Moines Partnership
  - b. Iowa Communications Network, Randy Goddard-ICN
  - c. Marion County 2022 Transportation Projects, Tyler Christian-Marion County Engineer
  - d. VA District Update, Glenn Lyons-City of Knoxville
- . Community & Business Updates
  - -Congrats to Lely & Vermeer: GDSMP Economic Impact Award Winners
  - -Congrats 3M Company on IEDA funding
  - -Congrats PACE: Rural Return Grant
  - -Congrats Knoxville: School Redevelopment Housing Project
  - -Additional Congrats....

#### Adjourn

Next Meeting-Friday, March 25, 2022 FOCUS: Grant Resources & Annual Business Report



#### TO ENTER

- Make a short video (less than 4 minutes) about your BIG IDEA.
- Create a 2-page max summary about your BIG IDEA.
- Email the video and summary to Red Rock StartUP Pitch Contest to: ceysink@marioncounty.gov.
- For complete rules, summary tips, and entry information: marioncountylowa.com

#### WHO CAN ENTER

- Youth Age 18 and under on 1.1.22 Must live or be enrolled in a school district in Marion County, IA
- 2. Adults Must live in Marion County, IA
- Marion County start-up business or existing business less than 3 years old.

TOP FINALISTS WILL COMPETE IN A LIVE PITCH-OFF ON APRIL 7 FOR CASH PRIZES.

Youth Division - First place winner will receive \$500. Second place will receive \$250. Third Place will receive \$125. Sponsored by Knoxville Chamber of Commerce.

Adult Division - First place winner will receive \$2500. Second place will receive \$1000. Third Place will receive \$500. Sponsored by DMACC Business Resources, Marion County Development & PACE Alliance.

Red Rock STARTUP!

submit entries to: ceysink@marioncounty.gov

for more information:
marioncountyiowa.com



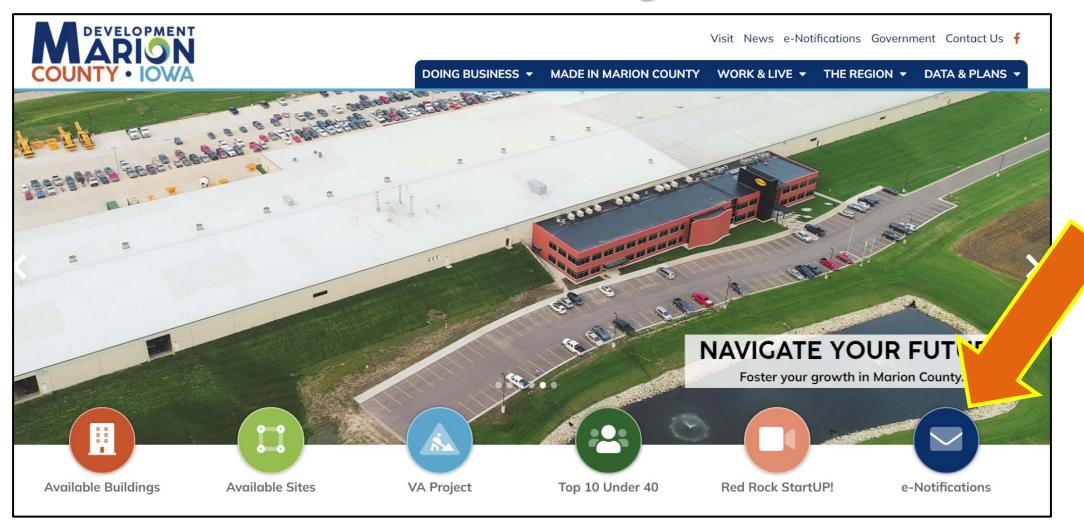




## Red Rock DP!

- Encourage area youth and adults to enter their business idea
- Help us spread the word by sharing or posting the flyer
- Mark Calendar for April 7 at 5:30 p.m.

## www.marioncountyiowa.com

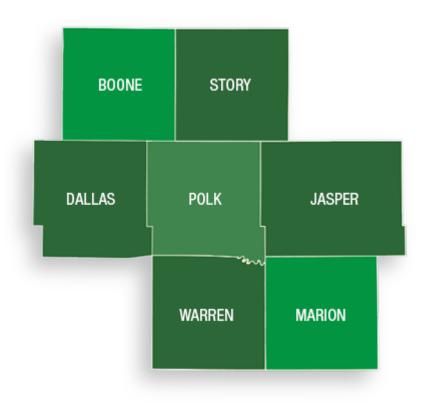


# Business Revolving Loan Funds









**Troy Boelman** 

# MID-IOWA DEVELOPMENT FUND

SERVING BOONE, DALLAS, JASPER, MARION, POLK, STORY AND WARREN COUNTIES

WWW.MIDIOWAFUND.COM

TROY BOELMAN, BOARD PRESIDENT

## CARES ACT – CORONAVIRUS LOAN PROGRAM GUIDELINES

- Applicants must be located within one of the seven counties.
- Sponsored by a local development organization.
- \$125,000 maximum loan amount.
- Non-refundable application fee of 1.5% of the loan amount at time of application.
  - Application fee is not deposited until it is determined request fits guidelines and is creditworthiness.

- Interest Rate: 0.0% for up to 2-years, then 2.0% for the remaining term up to 10-years.
- Monthly repayment with maximum amortization of 10-years.
- Applications must include documentation of job creation or retainage.
  - Goal is one job created or retained for every \$25,000 loaned.
  - Applicant can state non-funding may negatively impact operations with reduction in payrolls.

#### **USE OF FUNDS**

- Building acquisition
- Equipment
- Inventory
- Working capital

#### NON-USE OF FUNDS

- Construction
- Purely speculative purposes
  - i.e. spec building construction

- All loans must be secured with first position desired.
  - Subordinated positions may be approved by the Board of Directors.
- Personal guarantees required for all owners  $\geq$  20.0% ownership.
- Applications should be supported by documentation demonstrating the project's feasible and soundness.
  - Applications are found on the website: www.midiowafund.com
  - Include three-year projections with the business plan.

- All projects may be subject to an environmental review and when appropriate, a cultural resource assessment to ensure compliance with local, state and federal laws and regulations.
- Projects competing directly with other similar existing local businesses will not be
  accepted. If it is a new business with activities similar to other existing companies must
  include a detailed market analysis and how the project will not adversely affect the other
  existing companies.

- Applications will be accepted for exiting established businesses that include job retention to avoid business closing and loss of jobs in the event of a sale to new owners.
- Applicants will need to provide a history of other federal support applied for or received.
- \$267,101.27 remaining available funds for loans
- June 30, 2022 deadline for all approved loans to be funded.

### CONTACT INFORMATION

Serviced by: Region XII Council of Government, Inc.

Tami Lehmann

1009 E.Anthony Street

PO Box 768

Carroll, Iowa 51401

tlehmann@region 12cog.org

Phone (712) 792-9914

www.midiowafund.com





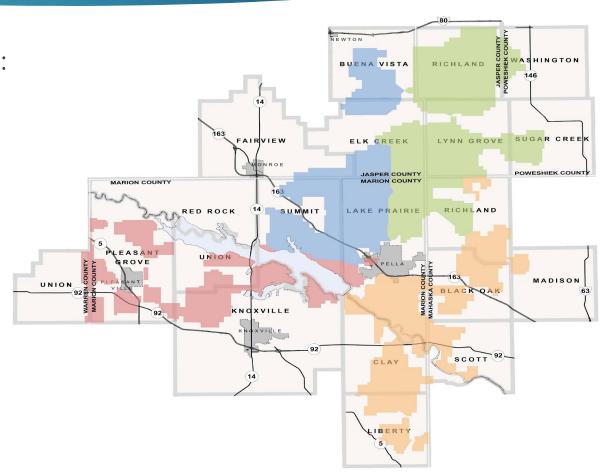


## Revolving Loan Fund

PELLA COOPERATIVE ELECTRIC ASSOCIATION
DOUG STEWART

## Cooperative Overview

- Serves 3,100 accounts in five counties:
  - Marion
  - Jasper
  - Mahaska
  - Poweshiek
  - Warren



## Partnership with USDA

USDA Rural Economic Development Loan & Grant Program

Origin of PCEA Revolving Loan Fund:

Bussey Medical Clinic \$200,000

Prairie City Medical Clinic \$300,000

Forward with Faith \$300,000

► TOTAL \$800,000

Cooperative matching funds: \$160,000

## Activity

- Revolving Loan Fund activity to-date:
  - ▶ \$1.75 million total loans
  - ► Created or retained 120 jobs

## Fund Balance

► Fund Balance:

Available funds: \$245,000

Outstanding loans:
\$755,000

► TOTAL FUND: \$1,000,000

## Policy Statements

- The Cooperative will consider applications that will significantly benefit rural areas, without restriction to the Cooperative's service territory.
- ▶ The Cooperative will not condition approval of a loan with the requirement that the loan recipient purchase electric service.
- The RLF seeks to minimize its financial participation in all projects. The RLF is not intended to compete with other public and private lenders.
- The Board of Directors of the Cooperative is the sole authority for approval or denial of loans from the RLF.
- The Cooperative RLF is an equal opportunity lender and requires loan recipients to adhere to all equal opportunity laws.

## Ineligible

- Refinance existing debt
- Residential projects
- Agricultural production

## Eligible

- ► Land & buildings
- Manufacturing equipment
- Office and work equipment
- Infrastructure improvements

## Terms and Conditions

- Minimum / Maximum Loan Amounts:
  - > \$25,000 up to the total amount of funds available in the RLF.
- Supplemental Financing Requirement:
  - Projects must include a minimum of 20% funding from other sources.
- Interest Rate:
  - Set by the loan committee up to the prevailing prime rate.

## Terms and Conditions

- Closing Costs / Out of Pocket Expenses:
  - ▶ Loan closing costs, attorney's fees, filing fees, etc.
- Loan Terms:
  - ▶ Shall not exceed 10 years. May be less as determined by the loan committee.
- Security / Collateral:
  - Typically, an irrevocable letter of credit.

## Contact Info

- Doug Stewart
- dstewart@pella-cea.org
- Emma Henning
- ehenning@pella-cea.org
- **(641)** 628-1040

## Infrastructure







## Regional Broadband Study

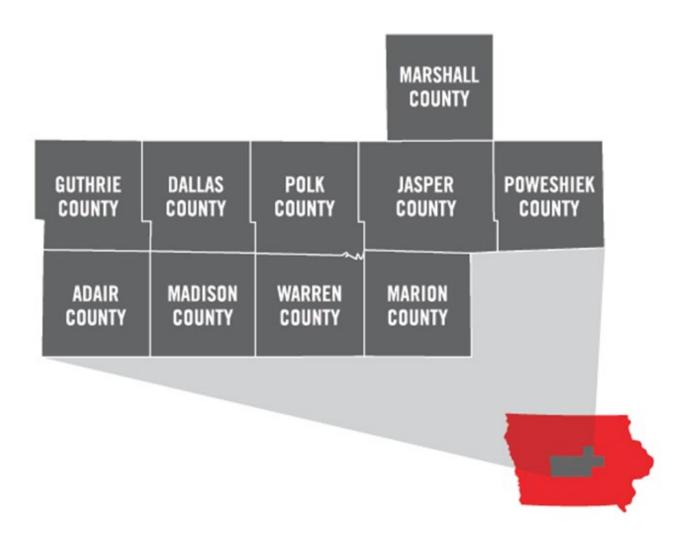
Greater Des Moines Partnership

MARSHALL COUNTY **GUTHRIE** DALLAS POLK **JASPER POWESHIEK** COUNTY COUNTY COUNTY COUNTY COUNTY ADAIR MADISON WARREN MARION COUNTY COUNTY COUNTY COUNTY

**Brian Crowe** 



## WHY DSM



**Growing Workforce** 

**Positive Business Climate** 

Attractive Site Option

**Proven Track Record** 

**Outstanding Quality of Life** 



#### THE GREATER DES MOINES PARTNERSHIP IS

the economic and community development organization that serves **Greater Des Moines (DSM), lowa.** 

#### **TOGETHER WITH**

24

AFFILIATE CHAMBERS OF COMMERCE

6,500+

**REGIONAL BUSINESS MEMBERS** 

365+

**INVESTORS** 

THE PARTNERSHIP DRIVES ECONOMIC GROWTH WITH ONE VOICE, ONE MISSION, ONE REGION.





BRIAN CROWE
Executive Vice President
Economic Development



MIKE SWESEY
Senior Vice President of
Economic Development



STACIE LOVAN
Vice President of
Economic Development



MARLENA BANDURSKI Research Manager for Economic Development



RYAN CARROLL
Project Manager of Economic
Development and
International Trade Manager



MELISSA MOYER
Economic Development
Coordinator



DIANA WRIGHT
Startup Community
Builder



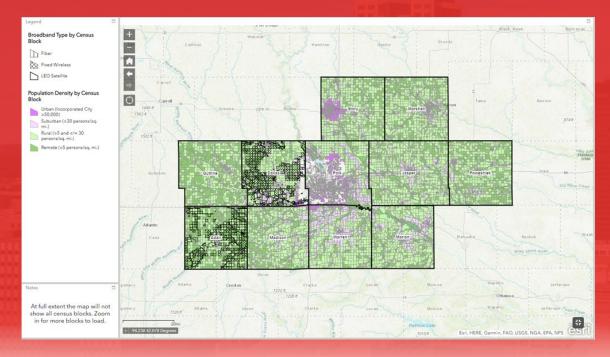


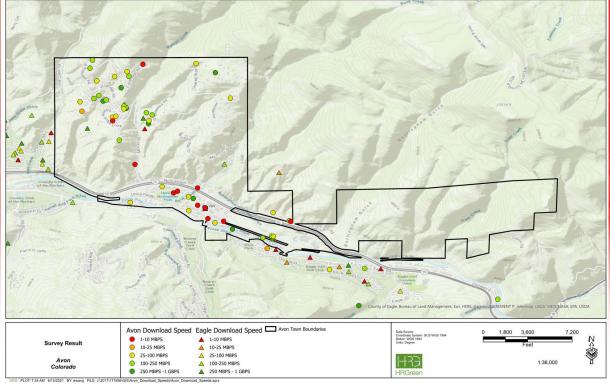


DSMpartnership.com

- 1.) 4,500+ residents and businesses participated in the Central Iowa Broadband Internet Study survey.
- 2.) 19% of households (or approximately 181,500 people), which would create an estimated 20-year net present value of \$1.25 billion to the 11-county region.
- 3.) Key Findings Around: Access, Affordability, and Digital Literacy
- 4.) 18.5% of lowans have access to low-priced broadband \$60/month or lower
- 5.) Survey results, along with other data collected will enable the development of a project "site selection tool," based on technology, cost, and user feedback.











DES MOINES, IOWA

1.) Demographics- population makeup of the DSM region. Each individual census block has been identified as urban, suburban, rural or remote based on population densities.



2.) Proposed Technology Plan- helps private sector providers identify areas that may offer opportunities to economically deploy the best fit services to improve overall broadband condition of the region. Includes areas where fiber-to-the-home can be economically deployed (through leveraging federal and state grant programs, as well as potential high-capacity fixed wireless deployment areas. Remote areas that do not appear to be economically viable for fixed wireless have been noted as best served through LEO satellites or other technologies.



3.) Infrastructure Deployment Cost- the Infrastructure Deployment Cost Map provides government planners and private sector providers with underlying data which is intended to provide a likely cost per passing infrastructure buildout cost at a census block level. This data also reflects a "grant adjusted" cost, recognizing the significant investments of state and federal grant monies that are both currently and prospectively available under various funding programs.



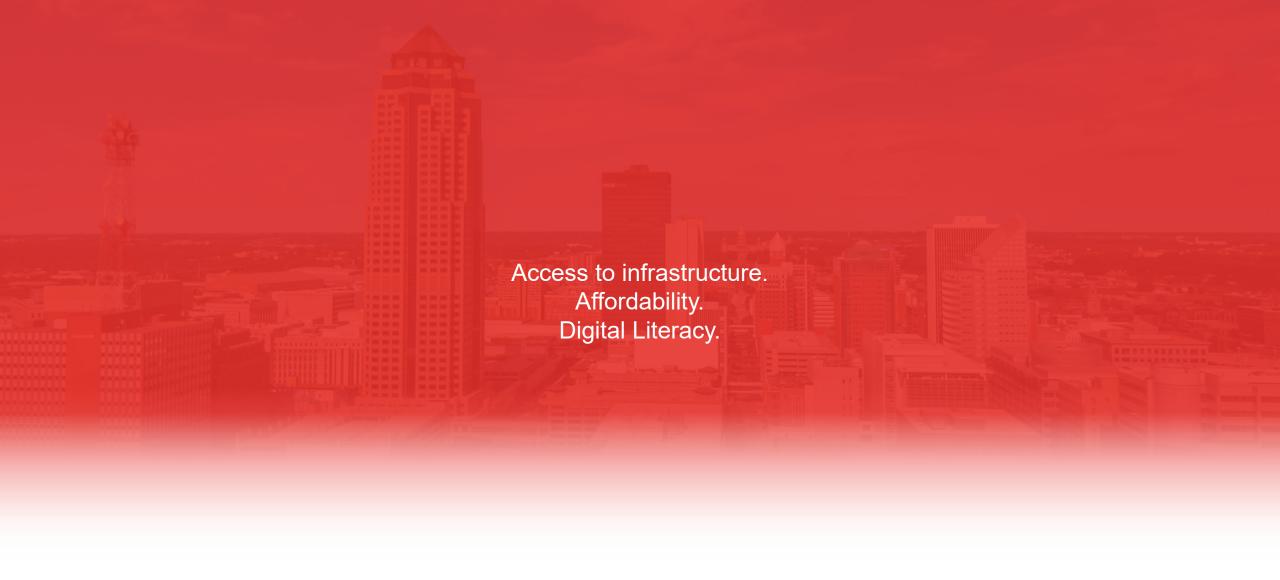


**4.) Site Assessment-** combines the Central lowa Broadband Survey results with the infrastructure deployment projections to help government planners and private sector providers **visualize potential sites for broadband deployment.** The site assessment rates are **based on a grant-adjusted cost of deployment basis**. These rates have been combined with additional factors such as current speed and satisfaction levels. Areas where current speed tests, overall satisfaction and cost of deployment are low represent the best potential opportunities for providers to build economically and to quickly add market share. Even with grant funding, **local and county governments may want to consider how to best leverage ARPA fund funds or other local dollars to encourage buildouts in lower <b>potential opportunity areas.** 



**5.) Central Iowa Broadband Survey Results-** responses received throughout The Partnership's Central Iowa Broadband Internet Study. **Participants' overall satisfaction with current broadband providers, and the second map reflects the results of individual speed tests.** 















































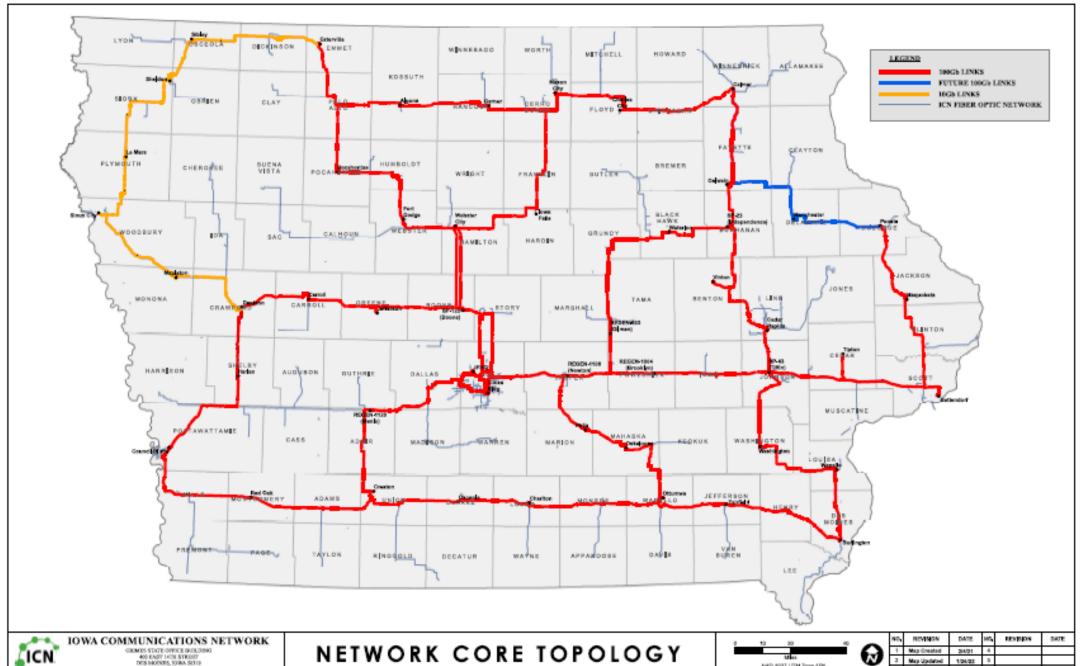


# Iowa Communications Network

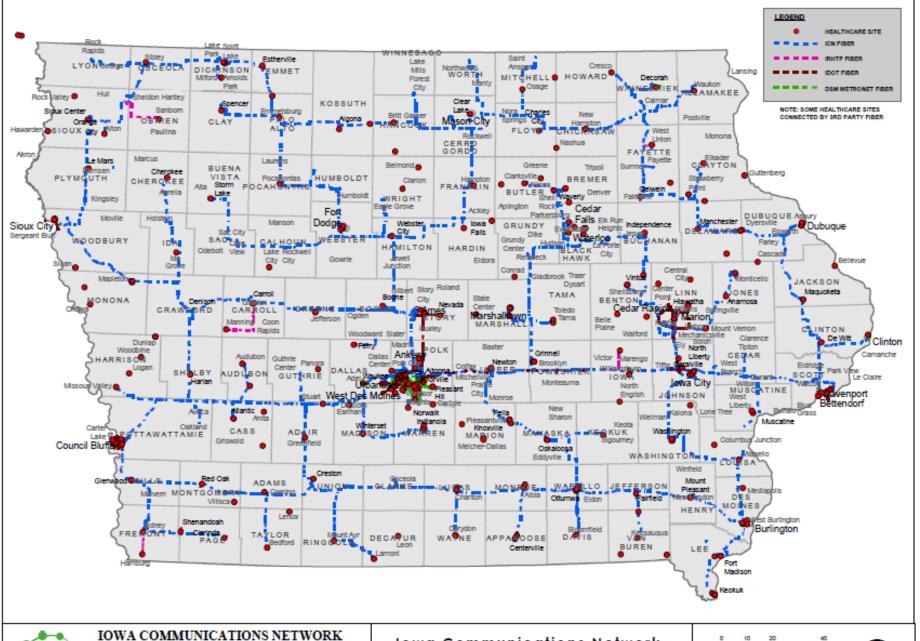
**Randy Goddard** 





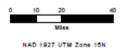


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Miles MAD 1927 LITM Zone 15N	1	Map Greated	264/21	4		
	2	Map Updated	1/24/22	9		
	3					





GRIMES STATE OFFICE BUILDING 400 EAST 14TH STREET DES MOINES, IOWA 50319 ICNO 2020 COPY WITH PERMISSION Iowa Communications Network All Healthcare Fiber Map - Nov. '20





**Customers**: Iowa Code Chapter 8D, Fed and State, Education, Public Safety, and Healthcare

**Services:** Data, Internet, Cyber Security, Cloud Connect, Infrastructure, Voice, and Consultation

**Core Network:** Near completion of primary phase of equipment upgrade to support 100Gb with path forward to 200Gb bandwidth. Next phase replaces aggregation equipment to increase bandwidth capability to the customer locations, increase stability, and lower costs of operation.

**Security:** In process of replacing State Firewall that protects Executive, Legislative, and Judicial Branches. Also enhancing Distributed Denial of Service (DDoS) platform used to prevent malicious traffic from reaching targets that rely on ICN's internet services.

#### **Support for State Agencies and Public Safety Examples:**

- Homeland Security and Emergency Management 911 Wireless and Wireline Services, first in the nation to broadly utilize FirstNet for 911. (Marion County 911 PSAP – Jeff Anderson)
- Department of Transportation Partnership to manage DOT network infrastructure, collaborate services and support growth of Autonomous Vehicle infrastructure.
- Iowa Workforce Development and Department of Human Services Cloud Service Provider connectivity.
- Office of Chief Information Officer New data center connectivity, consultation for transport and security.
- Department of Corrections Inmate Calling, Internet, Router Management, and Voice.

#### **Healthcare:**

Completed upgrade of core equipment to support Iowa Rural Health Telecommunications Program (IRHTP) 255+ hospitals and clinics across the state. (Knoxville Hospital and Clinics Knoxville, Pleasantville, Pella, and Melcher-Dallas internet and connectivity to MercyOne)

#### **Education:**

- Providing services (internet, ethernet, security, and voice) for the Regents, Community Colleges, many private colleges, and K-12 schools. (Central College Part II, DMACC, Heartland AEA, Pella Christian, Pleasantville, Melcher-Dallas, and Twin Cedars)
- Increased internet bandwidth from a high of 1Gb several years ago to now up to 10Gb.
- Statewide Youth Broadband Advisory Council (SYBAC): last year three 2021 U.S. Presidential Scholars.
- Partnership with Iowa State University to provide consultation, engineering and network infrastructure for the National Science Foundation – Platform for Advanced Wireless Research program award.

**Judicial:** Internet, Cyber Security, Data, Colocation, and conference calling - **Marion County Courthouse** 

Legislative: Internet, Data, Voice, Cyber Security, Infrastructure

**COVID Response Support:** Judicial, Corrections, Education, and Healthcare



**Tyler Christian** 



## 2022 Marion County Transportation Projects

## 2022 Projects & 5 Yr. Plan Marion County Road Department



Tyler Christian, P.E.

County Engineer

tchristian@marioncountyiowa.gov

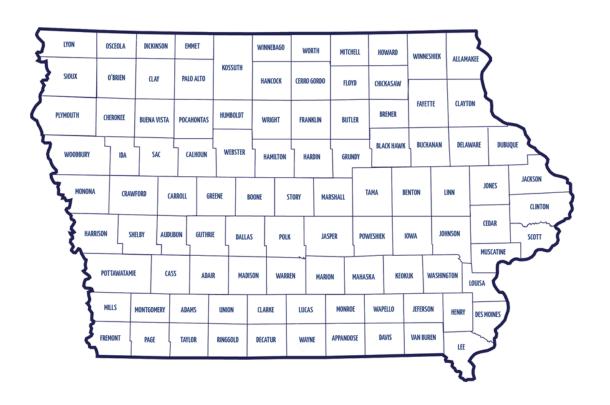
#### County Road Analytics

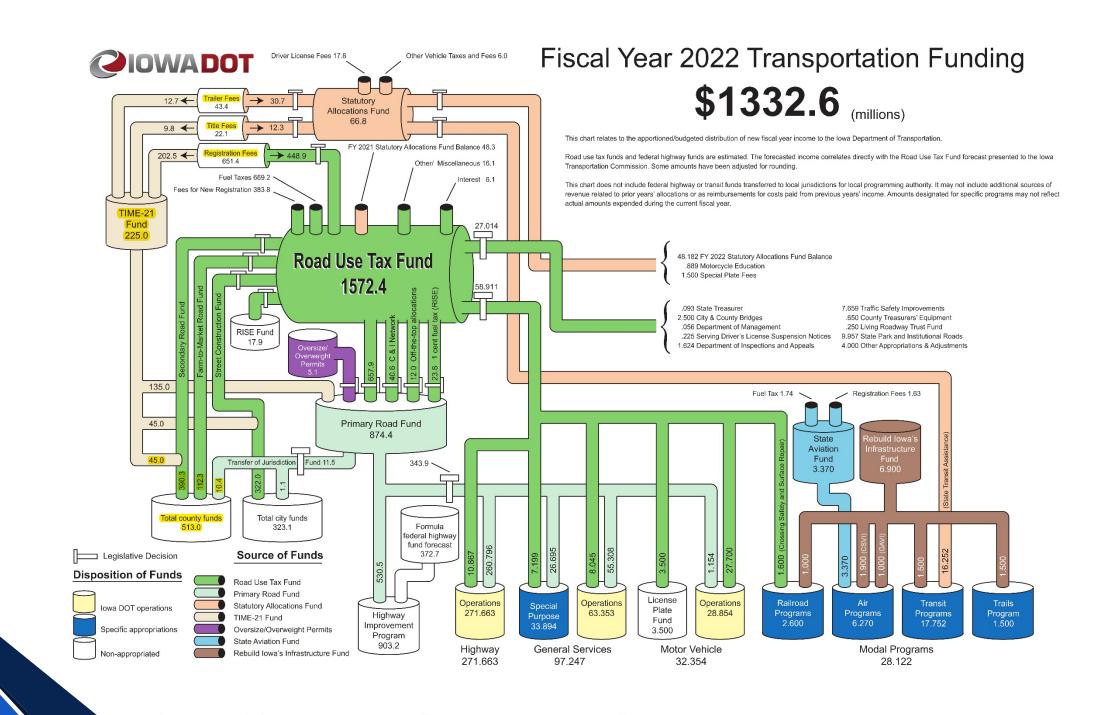
- Nationally, counties are responsible for:
  - 45% of Roads
  - 39% of Bridges
- In Iowa, counties are responsible for:
  - 79% of Road Miles (89,759 Miles)
  - 78% of Bridges (18,404 count)



#### Counties in Iowa

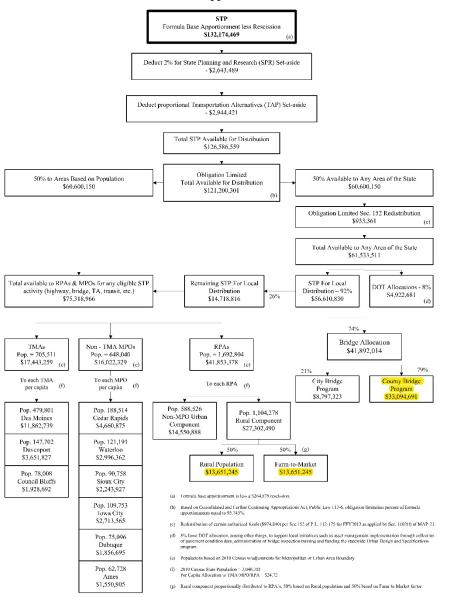
- 850 miles in Marion Co.
  - Average of 900 miles
- 190 in Marion County
  - Average of 196 Bridges
- 99 Counties
  - 1.2% Allocation (Typ.)





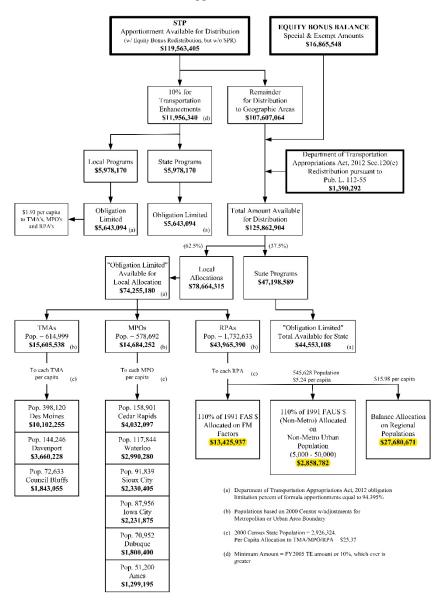
#### **STP Program Target Allocation Methodology**

Federal FY2013 Apportionments to Iowa



#### **STP Program Target Allocation Methodology**

FY2012 Apportionments to Iowa

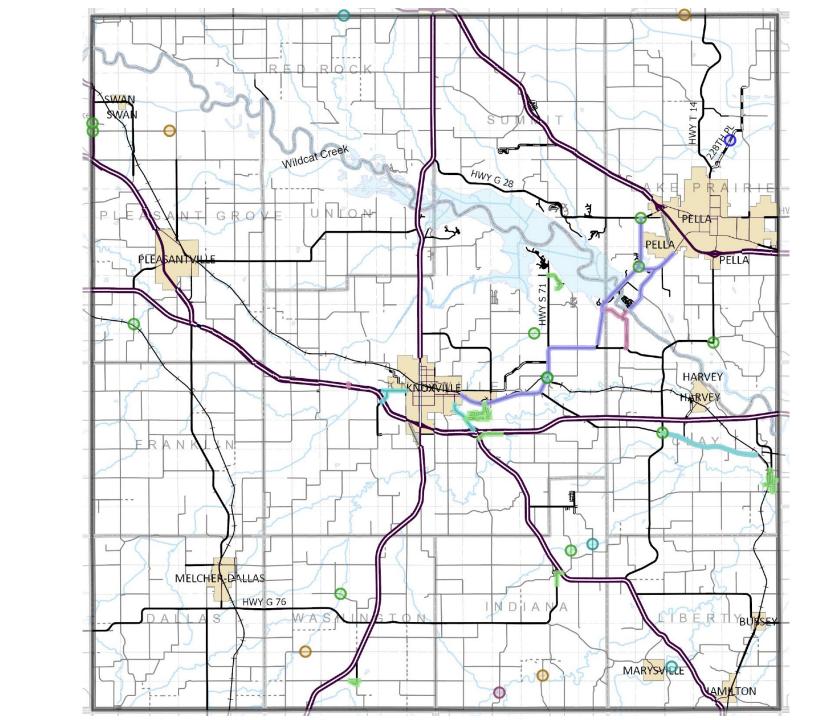


#### Year 1 - Project Allocations for FY '23 **Excludes project reimbursements/matches** Total = \$3,429,756 FM \$1,359,708 \$1,400,000 \$1,200,000 Maintenance \$1,000,000 \$1,000,000 \$800,000 \$600,000 Local \$500,000 STBG \$407,198 HBP \$400,000 \$294,895 \$200,000 LOSST \$-FM HBP Local LOSST Maintenance STBG

#### Construction Five Year Program (CFYP)

- Project prioritization
- Analyzes all funding sources
- Verification of:
  - Cash flow analysis
  - Accumulated balance
  - Borrow ahead restrictions
  - Statutory requirements





#### 2022 Projects

- Story Dr. Bridge Replacement Ongoing
- Attica G76 Pavement Rehabilitation Spring/Summer 2022
- G28 PCC Patching Summer 2022
- Eagle Creek/Kort Meer Joint/Crack Sealing Spring 2022
- Jasper County Line Bridges (2) Summer/Fall 2022
- HMA Crack Sealing (G46 & Old Hwy 92) Spring 2022
- Centerline Pavement Markings ???

#### Story Dr. Bridge

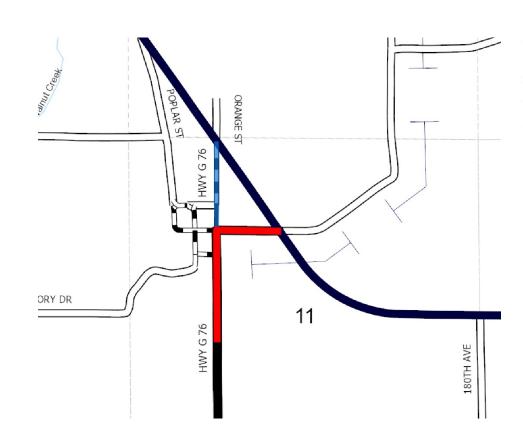
- Project underway April/May completion
- HBP funded Local Bridge (Orig. '53/\$7,500)
- \$850,000, 7% < estimate, 6% > budget





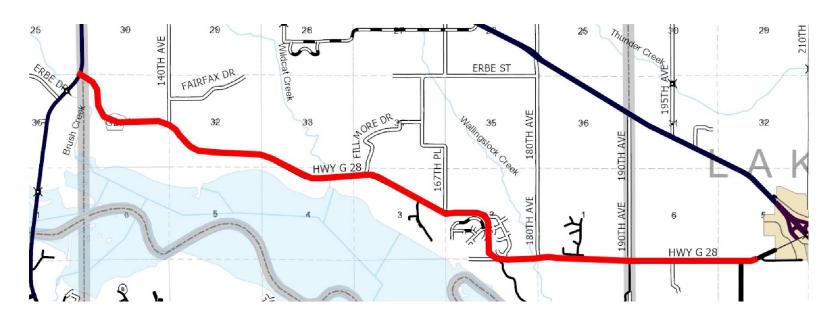
#### Attica HMA Resurfacing w/ Milling

- \$290,000, Eng. Est. of \$300,000
- HMA resurfacing w/ Milling
- Drainage Improvements
- PCC Intersection
  - Geometric improvements
  - Truck apron



#### G28 PCC Patching

- \$355,000 Eng. Est. of \$400,000 w/ 450+ patches
- \$2 Million federal grant for resurfacing applied for



#### **Major CFYP Projects**

- T15 Flagler Bridge Replacement 2023
- T15 Pavement Rehabilitation/Improvements 2024
- G76 Curve Widening TSIP Funding 2023/24
- Knoxville Area Pavement Rehabilitation 2024/25





#### Unfunded Projects (\$16M+)

- G28 HMA Resurfacing
- T14 HMA Resurfacing
- G71 Pavement Rehabilitation
- G76 Pavement Rehabilitation
- T17 HMA Resurfacing
- S45 (S) HMA Resurfacing







#### **Glenn Lyons**

## **VA District Update**



#### Redevelopment of the Veterans District

- Hospital Closed in 2009
- GSA is given mandate to sell in 2018
- City Land Use Strategy approved in 2019
- SHPO agreement required to proceed with demolition
- County buys land for \$1 in 2020
- Confluence Concept Plan approved in 2021



### Roles and Responsibilities

- County to spend \$8 M to demolish buildings & infrastructure by June 2022
- City to build Veterans Park & Phase 1 Infrastructure beginning in July 2022
- Phase I complete by November 2022
- Phase 2 to follow based upon Market Demand

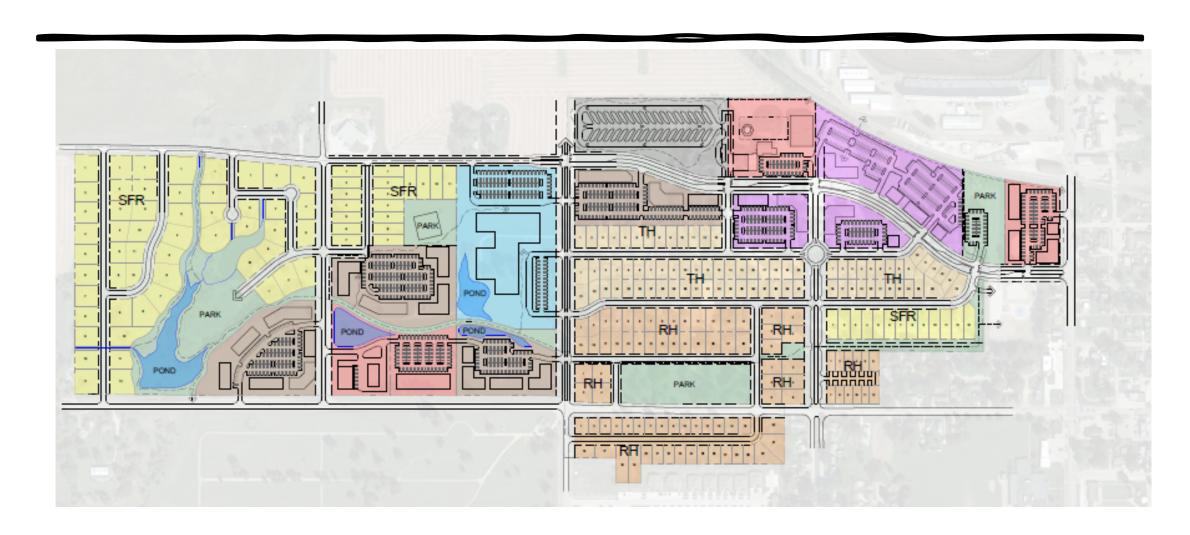


### **Financing**

- County bonds to finance demolition
- City uses TIF and bonding to pay for new park and infrastructure
- City & County repaid over time from land scales and TIF revenue stream



#### Confluence Plan

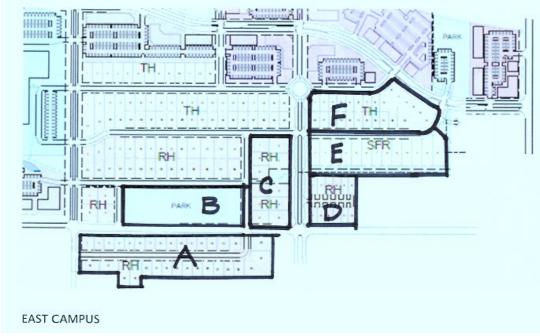


#### Phase I

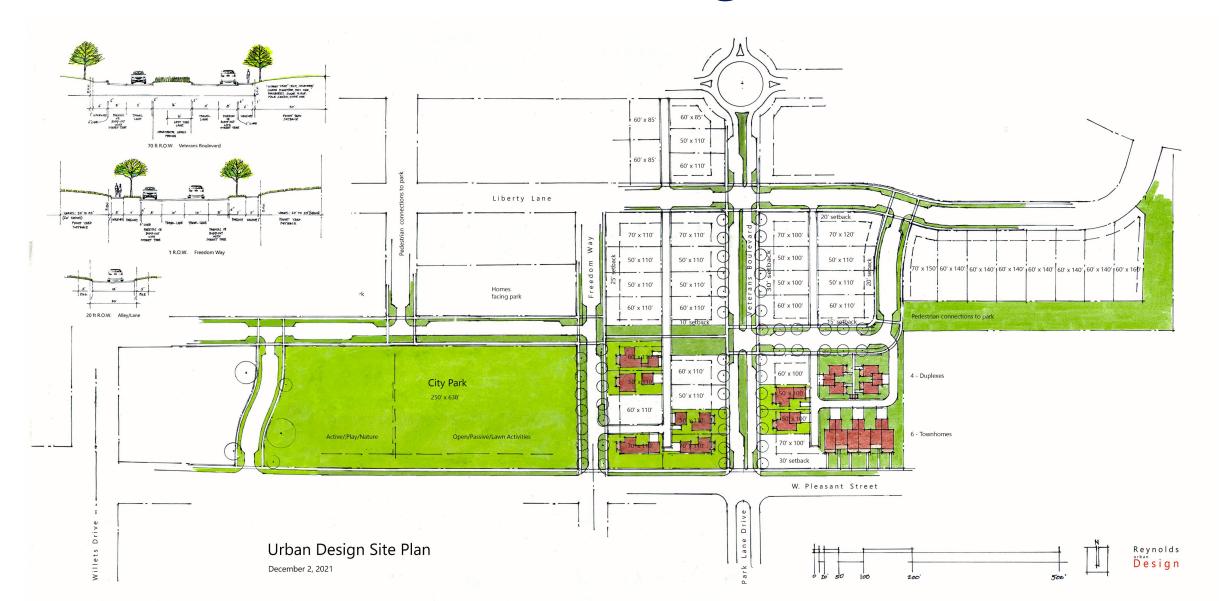
Lift Station Line



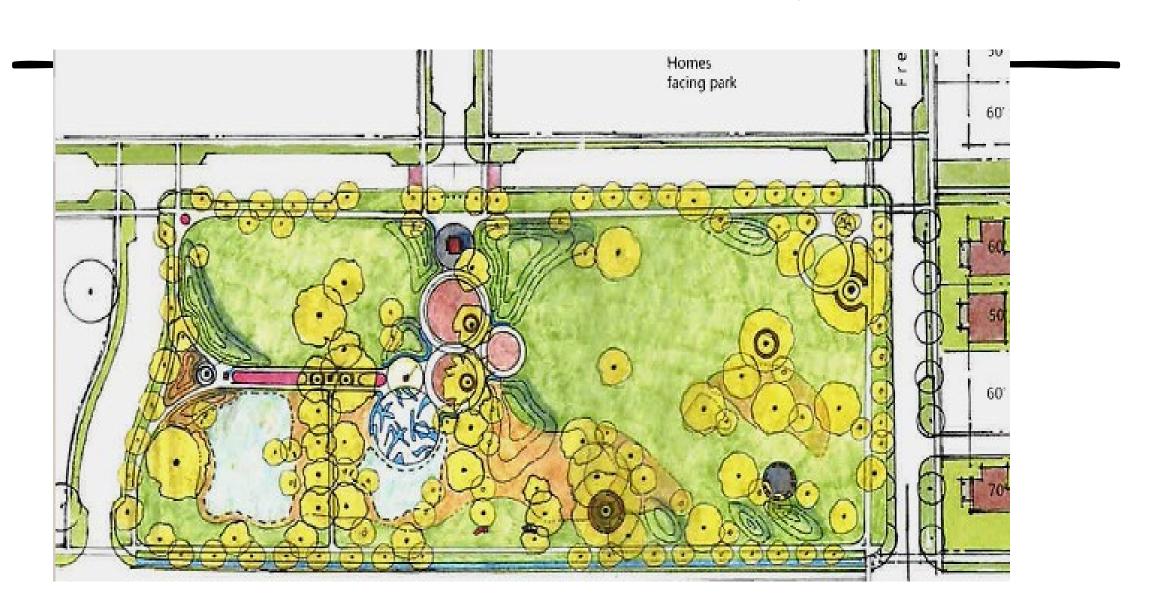
#### Phase 1 Development Blocks



## Urban Design

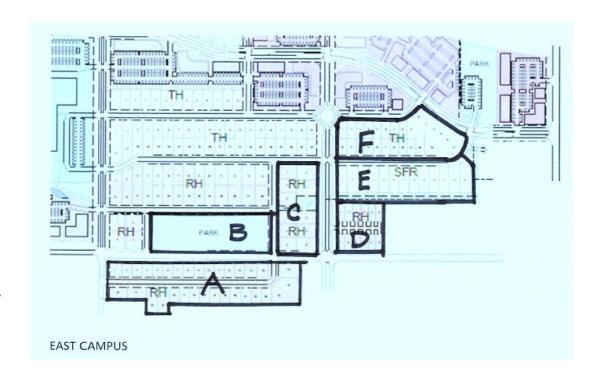


## Veterans Park Concept



#### Next Steps

- Block A is serviced & available for purchase by builders now
- Block B (the park) will be completed this year
- Block C will have 16 lots for sale to individuals (later this year)
- Blocks D, E, & F will be serviced by this Fall and available for purchase by builders.



## Congrats!

- Lely & Vermeer: GDSMP Economic Impact Award Winners
- 3M Company: IEDA Funding
- PACE Alliance: Rural Return Grant
- Knoxville: School Redevelopment Housing Project
- Central College: Future Ready Iowa
- Others?





#### Adjourn

## NEXT MEETING: Friday, March 25 at 9 a.m.

Focus: Grant Resources & Annual Business Report

