

Chilling Success: Cold-Link Logistics Expands With Phase Two Project



Cold-Link Logistics opened a massive 189,000 sq. ft. cold storage facility in the Sioux City Southbridge Business Park in 2023, attracting major clients like Wells Blue Bunny and Purdue Premium Meats. A strategic second phase expansion is in progress as Cold-Link Logistics adds 154,000 sq. ft., doubling its capacity from 20,500 pallet positions to an impressive 45,000.

This endeavor aims to enhance cold chain solutions and lower freight costs

for their valued customers. With Phase Two already 60% sold, the company is moving forward with dirt work and anticipates construction to start later this year. Woodbury County REC has assisted with industrial park upgrades and providing power to support Cold-Link's expanding footprint.

Established in 2016, the company has flourished into a family-oriented logistics powerhouse, now boasting over 200 employees across five states. Cold-Link Logistics has quickly become an employer of choice and impactful business in the Sioux City area, earning them the "Outstanding Business of the Year" Iowa Venture Award in 2023.

IADG initially connected with Cold-Link Logistics as a part of an ongoing prospecting initiative in 2021 to identify and cultivate relationships with

representatives from companies poised for expansion. While prospecting is important, IADG and its partners are steadfast in their commitment to enhancing the growth and vitality of Iowa's existing businesses. These businesses, such as Cold-Link Logistics, are integral to their communities and contribute significantly to the overall success of the state.



Food Processing Assistance Team Provides Support



The formation of the Food Processing Assistance Team is nearing its first anniversary in supporting food processors across Iowa. This group is a collaboration of members from Iowa State University Extension - Farm Food and Enterprise Development, Iowa State University - CIRAS, Region XII Council of Governments, IDALS, IDALS-Choose Iowa, Private Sector Consultants, Iowa Meat Processors Association, North Central Poultry Association, IEDA, and IADG.

The Team was initiated based on recent funding awards from the Iowa Economic Development Authority Butchery Innovation and Revitalization Program and the receipt of a \$15M loan pool by the Region XII Council of Governments, which created the Iowa Meat & Poultry Loan Fund. The group focuses on providing technical assistance, guidance, financial resources, and feedback for small or emerging food processors. In many cases, this may be related to protein processors, lockers, ingredient manufacturers, or other product developments related to food consumption. Requests for assistance are considered based on the type of project, specific areas of need, and market opportunities.

If you have a project that would benefit from technical assistance, contact Brian Tapp at btapp@iadg.com.



SEE INSIDE
FOR PROJECTS
TAKING PLACE IN:

- Hills
- North Liberty
- Leon
- Readlyn
- Spencer
- Stuart
- Waverly



The USDA Rural Economic Development Loan & Grant (REDL&G) program facilitates job creation and retention in rural areas. The initiative offers zero-interest pass-through loans (REDL) to bolster projects that generate and preserve jobs in rural regions. The grants (REDG) help establish and bolster local Revolving Loan Funds (RLFs), with 74 RLFs already established by Iowa utilities.

Federal funding of REDL&G awards slowed as Congress approved multiple short-term continuing budget resolutions. While REDG applications were funded, IADG partners have several REDL applications pending. However, with the recent budget approval for the remainder of the Federal fiscal year, IADG is optimistic that we will see award announcements in the coming weeks. Below are the REDG projects that recently received funding.



The **Iowa Lakes Corridor Future Fund and partners are constructing a 30,000 sq. ft. shell building in Spencer** to accommodate a new or existing business. The building, located in the Spencer Technical Park South, will feature a steel support system, expandable design, and gravel floor to accommodate varying needs. It will be equipped with one overhead door, three passage doors, and the potential for customization as needed. Three utilities have partnered to support this new industrial building.

Utility: **Iowa Lakes Electric Coop (ILEC)**
 REDG: \$300,000 to enhance RLF
 Match: \$60,000 from ILEC
 ILEC RLF Loan: \$195,400
 Utility: **Spencer Municipal Utilities**
 REDG: \$300,000 to enhance RLF
 Match: \$60,000 from Spencer Municipal Utilities
 Utility: **Corn Belt Power Cooperative**
 RLF Loan: \$195,400



Smiley Dental in Waverly aims to enhance its services and accommodate more patients by constructing a new clinic with seven treatment rooms, including a dedicated surgery suite, replacing its current 4-room setup. Construction is underway and expected to be completed later this year. This expansion promises an improved patient experience, secures the employment of seven current staff members, and opens opportunities for three additional positions to be added over the next three years.

Utility: **Butler County REC**
 REDG: \$300,000 to enhance RLF
 Match: \$60,000 from Butler County REC
 Butler County REC RLF Loan: \$140,000



Atrium Village, located in Hills, IA, is expanding its Care Center capacity and medical services through a facility upgrade, which will allow for full utilization of all 20 rooms and the ability to serve nearly twice as many patients. Additionally, Atrium Village aims to enhance its technological infrastructure, support high-speed internet for residents, enhance cloud-based patient records, and facilitate future adoption of advanced medical technologies. Alongside these upgrades, the expansion project will lead to the addition of approximately ten new employees over the next three to five years to accommodate the increased demand for medical services.

Utility: **Sharon Telephone Company**
 REDG: \$116,666 to create RLF
 Match: \$23,334 from Sharon Telephone Company and Aureon

IADG Hosts Energy Transition Forum



Carbon intensity scores are very important for market access and profitability in the renewable fuels and value-added agriculture industry.

To explore the issue and the pressures on member key accounts, Iowa Area Development Group facilitated the Energy Transition Forum for members to discuss Behind-the-Meter (BTM) generation with industry experts.

The discussion started with a review of renewable fuel credits as well as Federal grant funding, tax credit opportunities, and policy decisions that are driving the discussion. IADG members were able to have a detailed discussion with a renewable fuels industry expert about carbon intensity

(CI) scores and the impacts the CI score has on daily plant operations and profitability. IADG's utility partners were also able to share best practices and demonstrate how cooperatives have worked with their key accounts to implement BTM solutions while maintaining grid integration, resilience, and reliability for the benefit of all members.

The conversation provided valuable insights into businesses' and energy providers' efforts and viewpoints, highlighting intersections and gaps in common goals. By fostering open dialogue and understanding, the forum facilitated collaboration between BTM and in-front-of-the-meter organizations, paving the way for more thoughtful and strategic approaches to energy transition.

Iowa's Broadband Providers Support Community Growth

The Ripple Effect program offers four areas of support: matching loans, community project grants, USDA REDL&G application assistance, and economic development guidance from the Ripple Effect Director. The program is a partnership between IADG, Aureon and its network of Independent Telecommunications Companies (ITCs). Recent Ripple Effect projects are below.



Readlyn New Emergency Services Facility

The Readlyn Emergency Services Building Committee (RESBC) was awarded a \$5,000 Ripple Effect grant from RTC Communications and Aureon to cover design costs for its new building. RTC also donated an additional \$10,000. The new facility will improve response times and serve as a community space. RESBC secured land and partnered with Cardinal Construction for planning. Fundraising continues, and a groundbreaking is expected soon.



"The RESBC greatly appreciates the support from RTC and Aureon. We are confident this project will not only benefit our emergency services but the community as a whole, and each grant or donation received gets us closer to providing those benefits." – Ethan Kleitsch, Member of RESBC

RTC Communications: \$10,000
Aureon: \$5,000

North Liberty Community Pantry Expansion

The North Liberty Community Pantry received a \$10,000 Ripple Effect grant from South Slope Cooperative Communications and Aureon to design a larger facility due to increased demand. The new building will allow the pantry to serve more people effectively. Construction is anticipated to begin later this year.



"We are so excited to receive the Ripple Effect grant award from South Slope and Aureon! The North Liberty Community Pantry has seen unprecedented growth and need in our community, and planning a larger space and building is essential for us to meet that growing need. These grant funds will allow us to pay for soft costs related to the new building - often hard-to-fund expenses. This award will leverage more funding for a brick-and-mortar building."

– Ryan Bobst, North Liberty Community Pantry Executive Director

South Slope: \$5,000
Aureon: \$5,000

Leon Embarks on Downtown Revitalization Initiative

The City of Leon was awarded a \$650,000 Downtown Revitalization Grant from the state of Iowa. This grant program supports improvements to the exterior of downtown buildings, aiming to revitalize the area and foster economic development. The grant requires matching funds, which the city secured through public and private resources. Additionally, through the Ripple Effect program, \$10,000 from GRM Networks and Aureon will help reimburse preliminary architectural fees. The DTR grant will focus on improving the facades of nine downtown buildings, aiming to revitalize the downtown core and boost the local economy.



GRM: \$5,000
Aureon: \$5,000

City of Stuart Recreational Center Master Plan

SEED (Stuart Enterprise for Economic Development) received a \$5,000 Ripple Effect grant to develop a master plan for a potential new recreational center. The grant will fund a space-needs study, explore locations, and create preliminary designs. Public input will be included throughout the process. SEED expects to begin planning this Spring.



"Thanks to the generous support of Coon Valley Telco and Aureon through the Ripple Effect grant, we anticipate a significant impact on our community's economic development efforts."
– Matt Funk, Stuart Economic Development Director

Coon Valley Telco: \$5,000
Aureon: \$5,000

For more information, contact Ethan Pitt, VP of Community Initiatives, at epitt@iadg.com or visit www.RippleEffectIowa.com.

Promoting Iowa

Trade shows and events serve as valuable platforms for connecting with industry leaders, engaging both existing Iowa companies and potential expansions, considering Iowa as their next location. Here are some highlights from the first months of 2024:



Indoor Ag Con - Las Vegas

FEBRUARY

- **Iowa Meat Processors Convention** - Ames, IA
- **Indoor Ag Con** - Las Vegas, NV



Central Plains Dairy - Sioux Falls

MARCH

- **Central Plains Dairy Expo** - Sioux Falls, SD
- **PDI Spring Event and Legislative Reception** - Des Moines, IA
- **REC Day on the Hill** - Des Moines, IA
- **Iowa Communications Alliance Annual Meeting & Expo** - Des Moines, IA



PDI Spring Event - Des Moines

APRIL

- **Site Selectors Guild** - Nashville, TN
- **PEAK 2024**, Powered by Midwest Poultry Show - Minneapolis, MN

IADG Attends Site Selector Conference

IADG VP of Business Development, Bruce Hansen attended the Site Selectors Guild Annual Conference. The conference provides access to global industry leaders in the location strategy and site selection

business to discuss the latest trends, perspectives of success, and challenges facing issues from Foreign Direct Investment, U.S. Federal Incentives, workforce development, and more.

IADG and the Iowa delegation were pleased to attend as registration for this event is limited to maintain an effective site selector member to economic development organization attendee ratio. The IADG team will continue to keep in touch with key Guild members as a part of the ongoing prospecting effort.



Lenox Muni and IADGCF Assists FIND Recipient



Four rural dentists received financial awards and recognition through the Fulfilling Iowa's Need for Dentists (FIND) project, funded by Delta Dental of Iowa and supported by several other partners. This initiative helps establish or transition ownership of dental practices in rural areas with limited access to care, focusing on helping underserved populations.

One of the four recipients is Dr. Zachary Johnson with Fuller Family Dental in Lenox & Corning. Dr. Johnson completed his undergraduate and graduate degrees at the University of Iowa. After receiving his Doctor of Dental Surgery Degree in 2023, he returned home to southwest Iowa to become an associate with Dr. Maria Fuller's new satellite practice in Lenox.

The FIND program offers funding of \$125,000 or \$200,000 to participating dentists in exchange for a five-year commitment serving priority communities. Because Lenox falls under the 'high priority' category, Dr. Johnson is eligible for the full \$200,000 award. However, to be selected for FIND, community partners are required to provide a local match to qualify Dr. Johnson as a candidate. Lenox Municipal Utilities, the IADG Community Foundation, and other Lenox partners pooled funding together to meet the \$5,000 match. Dr. Johnson began practicing in Lenox in 2023.



Dr. Kale Floyd
Eldora



Dr. Zachary Johnson
Lenox & Corning



Dr. Maxwell Lowe
Corydon



Dr. Chet Meneely
Atlantic & Avoca

Additional 2024 FIND award recipients include:

- Dr. Kale Floyd, Anderson and Floyd Dentistry, Eldora
- Dr. Maxwell Loew, Prairie Trails Family Dental, Corydon
- Dr. Chet Meneely, Family Dental Center, Atlantic & Avoca

Since its launch in 2002, FIND has supported 61 dentists, resulting in over 350,000 patient visits for underserved Iowans. For more information about FIND, please contact Ethan Pitt, VP of Community Initiatives, at epitt@iadg.com.