

2022/2023 BUDGET

Something you need to know: IT IS ALL ABOUT PARTNERS!!

For the sixteen years I have been working with DCDC **AND** especially Iowa South (previously Opportunity Squared) the members of that organization have lamented about a lack of recognition and/or help from Des Moines concerning Economic Development. Even those from Ottumwa our largest member were and are still discouraged! It seems like Des Moines does not even know we exist!

I am happy to report that as far as Davis County is concerned things may have turned a corner. The last time I appeared before the council I told you about the financial help DCDC was seeking for several of our local companies to expand their operations. This should not be broadcasted but several of those request for help have come to pass-several millions of dollars-and several others are in the works.

Furthermore, DCDC has had visits from four state elected officials, an invitation to the Governor's Inauguration, and several visits from two different IADG employees to help facilitate the financial requests just mentioned. (It should also be pointed out that SIEC has been a decisive partner in these processes) Just as importantly, Ashley Rodgers, Project Coordinator, IEDA has met with one of our companies, looked at our Homes for Iowa, visited our industrial park and even bought a coat from one of our women's clothing stores on the square. DCDC has been in the middle of all of it, except buying the coat😊! People in Des Moines and elsewhere know there are things happening in Davis County!

"Failure to create a new job is bad, but failure to capture new growth is unforgivable"

**Davis County Development Corporation
2023/2024 Budget (Our Plan!)**

Prospecting Activities

In Cooperation with: IDEA	\$1200.00
Governor's Office?	
IHCC	
Iowa South	
Iowa Deer Classic	\$1200.00
Housing (New Line)	\$3000.00
(John is on the RHTF Board. There is tremendous opportunity here).	

Advertising and Marketing to E.D. Prospects \$1800.00

Dues and Subscriptions \$3400.00

Op. Sq.	(\$1500.00)
PDI	(\$400.00) (New Line)
Tri-State Conference	(\$400.00) (New Line)
Highway 63 Coalition	(\$800.00) (New Line)
Misc.	(\$300.00)

(DCDC did not join PDI or attend the Tri-State Conference the last several years. The Highway 63 Coalition who will be a part of the Transportation Committee of the Tri-State Conference and is coming together under DCDC's leadership. It will include Bloomfield, Ottumwa, (the mayor has already signed on) and Kirksville who will be a member before this is approved. .

Professional Development, Training, Net Working, Partnership Building \$1600.00

IDEA Smart Conference	(\$150.00)
PDI Spring	(\$300.00) (New Line)
PDI Fall	(\$300.00) (New Line)
LOIS Training and Updates	(\$1750.00) (New Line)
Synchronist Training	(\$200.00) (New Line)
Face Book Posting	(\$400.00) (New Line)

(Of these communication and partnership building events DCDC only attended one, the IDEA Smart Conference. Several years ago City Council Member Howard joined John for the day. He is the only City Council member to attend in the last twelve years)

DCDC Annual Meeting \$500.00

Insurance and Liability	\$2100.00
Legal and Accounting	\$700.00
Payroll	
Budget	
Taxes	
Contracts	
Office Supplies	\$2400.00
Printing and Reproduction	\$800.00
Office Rent (including utilities)	\$4800.00
Telecommunications	\$1800.00
Office Phone	
Fax	
Cell Phone	
Computer (2) Expense	

Travel Expense \$2200.00

(John paid all his own expenses the past sixteen years including recruiting trips to Sioux Falls, SD, Minneapolis MN. (3), and San Francisco, CA. by plane (4), as well as numerous day trips inside the state of Iowa. . . Over 70,000 miles on his personal vehicle)

Salaries and Payroll Taxes (This would restore some of Dana's hours and allow John a small limited expense account)

\$50250.00

John Schroeder 40 +++Hours/Week

Dana Day 20 Hours/Week (Currently Only 8 Hours/ Month)

(Neither John nor Dana has had a raise since they joined DCDC (over fifteen years) but more importantly Dana has been cut to two partial days per month limiting DCDC's ability to pursue new projects and foster new growth.)

TOTAL

\$77,750.00

THIS BUDGET IS PREDICATED ON THE CITY MATCHING THE COUNTY'S SUPPORT OF \$32,650.00 PER YEAR! THANK YOU!

N new pursuits resulting from this budget!

MOST IMPORTANT: N This budget will allow the flexibility to pursue new projects in our government sponsored "Opportunity Zone".

And:

1.N Partner with IDEA on a new Iowa Labor Shed Survey (MAYBE MOST IMPORTANT!) And other State of Iowa initiatives

2.N Correcting and updating our LOIS information on our website and with IDEA. LOIS HAS BECOME THE NUMBER ONE AND ALMOST EXCLUSIVE TOOL USED BY SIGHT SELECTION PERSONEL TO FIND NEW PLACES FOR BUSINESS AND INDUSTRIAL PROSPECTS TO LOCATE.

3.N Housing??? If it's a priority. Opportunities exist with USDA, RHTF, the Amish, and others. We need a Champion from here or nearby. DCDC has connections that could lead to a plan. We already lead the COG in Homes for Iowa

4. N Flexibility to strengthen our business and industrial base from within. Using sustainability through inherent accountability as the leveraging tool...

5. First, protect, strengthen, and enhance what we have. Then add to it as we can.

6. N Populate the Iowa South website, and maintain a Face Book presence. (Dana*)

7. N An identification, recognition, and promotion project for the Bloomfield Industrial Park and its occupants.

8. Continue "Educators in the Work Place" a summer course for public school educators in partnership with DCDC, DCCS, IHCC, and Iowa South

9. N A course for young people: Sharing What I've Learned, What You Need to Know about Saving, Investing, and Making Your Place in the American Economy.

10. N Let's Put Our Cities On The Map With Google

11. N A return to Professional Development, Net Working, and Partnership Building. We can't do economic development alone! No one can.

F.Y.I.

IOWA SOUTH (previously Opportunity Squared) is a regional economic development group recognized and promoted by the State of Iowa Department of Economic Advancement (IDEA) It consist of E.D. Directors from Appanoose, Davis, Jefferson,

Keokuk, Mahaska, Wayne, Lucas, Monroe, Wapello, and Van Buren counties. Indian Hills Community College, Alliant Energy, Mid American Energy, and NEMO Energy are also members.

SCORE (Service Core of Retired Executives) is an affiliate of the Small Business Administration. As a group we offer free counseling and consulting on all things business related.

PDI (Professional Developers of Iowa) is a professional organization of Economic Developers used for networking and to promote programs, legislation, and government policies aimed at growing our state's economy.

RHTF(Regional Housing Trust Fund) is a local multi county agency (Davis, Jefferson, Van Buren, Wapello, Keokuk, and Mahaska) charged with using state dollars to promote and sustain housing in the member county's area.

DCDC has access to six RLFs (Revolving Loan Funds) We have made twenty(28) loans to local businesses from five of the funds. John Schroeder is on four of the six loan committees and the Chairman of one.

IADG is a high powered economic development group in Des Moines that works on behave of rural electric, and telephone companies.

IOWA BUSINESS GROWTH is a large dollar economic development group in Johnston, Iowa. They work primarily with New Market Tax Credits and other Federal Government incentives. We have not had a project large enough (multi-millions) to use them yet, but hold on we are forming a plan.

LOIS (Location One Information Service) is **the** first place expanding companies and sight locators through-out the country look for the assets they need for their plans. It is a place to list real estate available in our area and we do not even have a presence there.

PATHFINDERS is a recreation, conservation, and economic development group located in Fairfield. DCDC is the longest serving member of the organization, on the RLF committee, and chairman of Pathways and the loan committee.

DCSWCD is the Davis County Soil and Water Conservation District. DCDC is a member

AREA 15 also has a RLF. DCDC is on the committee.