



149 West Broadway
Council Bluffs, IA 51503

Board of Directors Meeting
Advance Southwest Iowa Corporation
Friday, January 28, 2022 @ 9:30 AM
Virtual: Via Zoom @ <https://us06web.zoom.us/j/85825798795>

AGENDA

- I. Call to Order, Welcome & Introductions – **Tim Wichman**
 - a. New Board Member: Joe Disalvo, Council Bluffs City Council
 - b. New Board Member: Pete Ryerson, MidAmerican Energy

- II. Presidents Report – **Tim Wichman**
 - a. Roundtable – Items of Interest

- III. Consent Agenda (**ACTION**) – **Tim Wichman**
 - a. Approval of Minutes from BOD Meeting on November 19, 2021
 - b. Approval of Financials through December 31, 2021
 - c. Approval of Monthly Staff Report through December 31, 2021
 - d. Approval of 2022 Slate of Directors
 - e. Approval of 2022 Budget for ASWIC

- IV. Executive Director's Report – **Paula Hazlewood**
 - a. Rural Pottawattamie County Infrastructure Collaborative (RPCIC)
 - b. Golden Hills RC&D – Fiscal Agent Sponsorship
 - c. Reporting Matrix Review – In Development
 - d. 2021 Annual Report – In Development
 - e. Kitchen Council
 - 1) Budget
 - 2) Resolution of Support
 - f. Project Updates

- V. Kitchen Council Update – **Holly Benson Muller**
 - a. Membership & Activity Highlights

- VI. Entrepreneurial Update – **Niki Ferguson**
 - a. Project & Activity Highlights

- VII. Rural Development Update – **Shalimar Mazetis**
 - a. Project & Activity Highlights

- VIII. Adjourn

Next Meeting – February 25, 2022 – Location: Council Bluffs Public Library



**Advance Southwest Iowa Corporation
Board of Directors Meeting
Friday, November 19, 2021 @ 10:00 AM
ASWIC Office – 149 W. Broadway, Council Bluffs, IA 51503
Hybrid Meeting Format**

Minutes

Present Voting Members:

Chris Blum, Mark Hanwright, Josh Kallsen, Brenda Mainwaring, Amy McDermott, Sue Pitts, Tara Slevin and Tim Wichman

Present Non-Voting Members, Staff and Guests:

Jessi Adamowicz, Holly Benson*, Niki Ferguson, Paula Hazlewood, Brandon Garrett, Shalimar Mazetis, Lisa Scheve and Mayor Matt Walsh **virtual attendee*

Call to Order:

Tim Wichman called the meeting to order at 10:01 AM.

Tim Wichman began the roundtable items of interest with Sue Pitts and she commented on funding options and new options to utilize the EIDL funds, like paying off debt. Mark Hanwright announced no major developments in real estate over the last 30-days but commented that demand continues to outpace supply. Josh Kallsen and his team at PowerTech are waiting for the updated COVID mandates to be announced to plan business changes accordingly. Brandon Garrett announced the land use study presentation was postponed but is expected to be reschedule by year end. Amy McDermott commented that their team at Black Hills is working to conclude ground projects before the first freeze and responded to Tim's question regarding gas prices acknowledging that they sell fuel to consumers at the same price they purchase it for. Chris Blum commended Paula and the team on a successful Armstrong I-29/I-80 Industrial Park Celebration. Brenda Mainwaring updated the Board that the third and final grant cycle for the Iowa West Foundation will be announced within the next week noting that significant funding is going to the First Ave Project. Brenda also acknowledged the funding forward with Nebraska Enterprise Fund ensuring small businesses are getting the funds needed to succeed. Tara Slevin reported 13 current COVID patients at Jennie Edmundson noting that all hospitals in Council Bluffs are near capacity. Tara noted that with the upcoming mandatory COVID vaccination for all employees they might see another workforce shortage. Lisa Scheve from the Greater Omaha Chamber noted a robust project pipeline and anticipates a busy beginning for 2022.

President's Report:

Tim Wichman presented the following consent agenda. Chris Blum reviewed the financial statements noting that there has been a timing issue with a few of our accounts receivables and that some funds may roll over into 2022. It was also noted that Paula and Chris will work with Rachel Dorr regarding the 2022 budget as well a streamlined line item system and new financial reports.

Consent Agenda:

Approval of Minutes from BOD Meeting on October 22, 2021
Approval of Financials through October 31, 2021
Approval of Monthly Staff Report through October 31, 2021

Mark Hanwright made a motion to approve the consent agenda as presented. Tara Slevin seconded the motion. The Board voted and approved the consent agenda as presented with an 8-0 vote.

Executive Director's Report:

Paula Hazlewood provided an update on the Rural Pottawattamie County Infrastructure Collaborative noting a successful joint community meeting with approximately 45 attendees for McClure's presentation. The next step will be to plan individual meetings with each community to review their project priority lists determined by both the community and McClure team after analyzing survey results with a majority falling under infrastructure, housing and placemaking and quality of life. Tim Wichman questioned the overall goal of the project and Paula noted that the goal would be to take a regional approach where appropriate to optimize potential funding. Paula announced that the ASWIC annual report will be distributed for review in mid-January and the 2021 accomplishment matrix will be presented at the January Board meeting. Paula noted that she will be in communication with the Executive Committee to discuss the slate of directors and onboarding new board members for 2022. Paula shared the 2022 Board meeting schedule and reminded board members that meetings will be held on the last Friday of each month moving forward. Paula shared that Mills County is joining the Great Omaha Economic Development Partnership with a celebration in Glenwood on December 9th. Paula noted that Kitchen Council financials will be transferring to Advance from the Greater Omaha Chamber effective January 1, 2022. Paula ended her report by providing a detailed project update, touching on incentives and grant applications, expansion and consolidation projects, urban revitalization, manufacturing and noted progress with ongoing projects, hoping to close on a few more by year end.

Brandon Garrett asked if there were any new updates with the packing plant in Mills County and Paula replied that due to lack of funding they cannot move forward at this time. A roundtable conversation ensued regarding the logistics and availability of housing and workforce for an additional large employer in the area.

Kitchen Council Update:

Holly Benson updated the board on upcoming events at PACE including the Nutcracker performance by the American Midwest Ballet with a Chef Around the Block Pop-Up and a virtual Food Start-Up with SBDC, focusing on in-person events for 2022. Holly announced Kitchen Council is in the process of inspecting four new members which will put the total number of members at 15, which is the highest enrollment thus far. Holly noted additional applications and considering creating a waitlist moving forward. Holly mentioned the new members areas of expertise vary from catering, meal planning and desserts with some potential in packaged products. Holly noted she was asked to be involved with the Iowa State University USDA Grant which aims to close the knowledge gap with new entrepreneurs looking to package their products. Holly added they continue to fundraise and work to refine Kitchen Council financials.

Entrepreneurial Update:

Niki Ferguson provided a project update and shared that the recent Entrepreneurial Meet-Up set a new record with 27 attendees and noted the importance and value of gathering like-minded people in the same room to build their ecosystems locally. Niki shared that she was offered a position on the KEVA Board of Trustees and has the capability to endorse certain projects to help expedite their application process. Niki noted that KEVA is interest free so it is a unique financial option for many. Niki announced her efforts in the Small Business Saturday campaign with posting companies' ads to social media and will be dropping off swag from the American Express partnership to local businesses for them to display and promote at their businesses. Niki shared the upcoming Meet-Up dates for Rural on December 8th and the local Council Bluffs on December 17th. Niki announced Venture School will be held in Council Bluffs first quarter in 2022 and Sue Pitts will be the local co-instructor. Niki mentioned the continued interest in getting involved with entrepreneurs at a younger age and announced the student entrepreneurship internship/ambassadors and hoping to pilot in 2022 or 2023 to give students the experience and increasing communication with potential of earning a small scholarship.

Rural Development Update:

Shalimar Mazetis provided her update noting a successful first week at OU EDI and gratitude for receiving the full scholarship to attend. Shalimar announced 28 current projects acknowledging an important partnership with Avoca's Main Street coordinator allowing a project to receive substantial funding that would have otherwise been unavailable, one project is seeking a venture capitalist and asked for referrals if possible and other projects seeking land and developers to proceed. Shalimar shared a goal for next year to meet individually with each rural city monthly to increase transparency moving forward.

Additional Board Discussion:

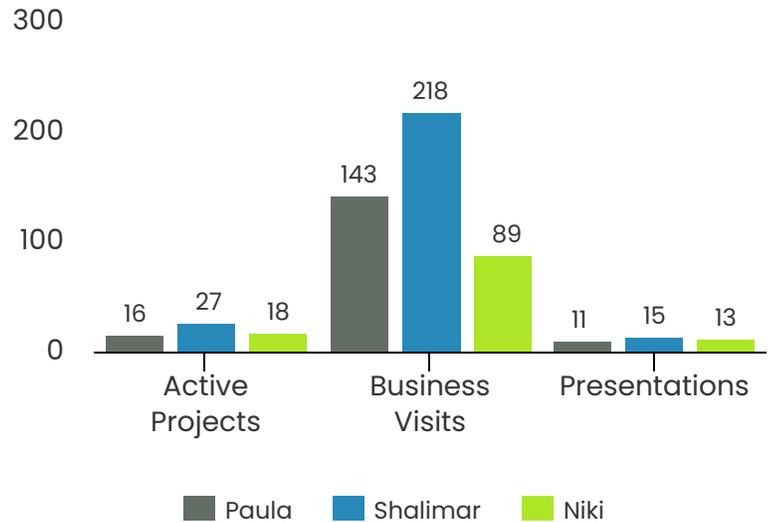
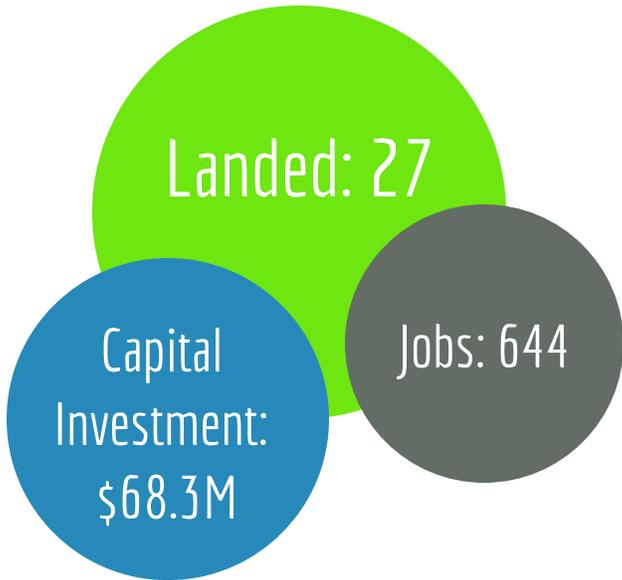
Tim Wichman asked Shalimar about a parcel of land south of Underwood, thinking it could be a potential site for Midline Seed as their current facility, north of Jack Links, is under water. Amy McDermott offered to share the company's contact information with Shalimar as she has previously worked with the company.

Adjourn:

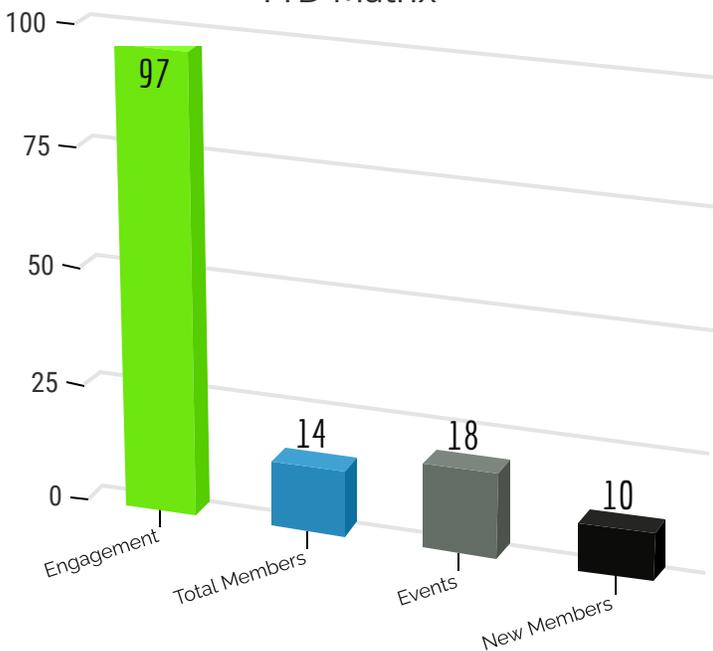
Tim Wichman announced that the next BOD meeting will be on January 28, 2022 with the location to be determined. No other business was discussed and the meeting adjourned at 11:11 AM.

Monthly Board & Investor Update

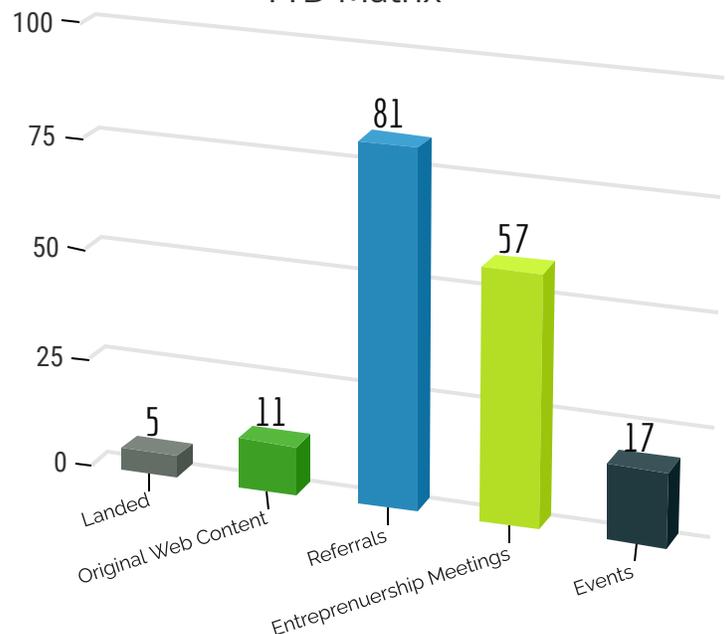
YTD Landed Projects



YTD Matrix



YTD Matrix



Executive Director Report

- End of year work has commenced. 2021 status reports and 2022 planning - program of work, budget and Board slate.
- Staff retreat held on November 2nd.
- Annual staff performance appraisals complete and job descriptions updated.
- RPCIC on track. Community meeting held on November 3rd - 45 in attendance. 1x1 community meetings being scheduled with McClure.
- Incentive work complete or in-progress on several "active" projects - Project Game, Project Tip Toe, TSL, Menards and Project Pelican.
- Year-to-date - 27 landed projects - hoping to land an additional 3 in December.
- On-going work regarding the Kitchen Council - untangling the financials with the GOCC.
- MAPA and SWIPCO meetings held.

Rural Development

- We are closing out 2021 incredibly strong. In November and December we were able to land 3 projects and got 3 new projects to finish out the year.
- Project Menards is still going very well and moving along as it should. We are still looking for a specific piece of land by the Nishnabotna River, but are hoping soon we can find someone who is interested in selling around 60 acers.
- Our RPCIC coalition is still going very well. Early December we were able to schedule 12 of our towns to meet with McClure at the Oakland office to discuss each of their projects more in depth. These were incredibly long days, but feel that McClure and the Advance staff now have a very good handle on what projects are of upmost importance for each city. We still have 2 cities to meet up with.
- Lastly, please keep Neola in your thoughts as they were very impacted by the tornados on 12/15.

Kitchen Council

- Directly engaged 8 food entrepreneurs in November.
- Kitchen Council brought on three new members in November: Nibbs Chocolates & Desserts, Sole Foods and OCookieOs. The Witchin' Kitchen was also inspected but is working on additional food safety documentation.
- Kitchen Council held one event: Chef Around the Block pop-up and generated \$1.4K in sales.
- Member alum The Pie King opened a brick and mortar location in Council Bluffs in November. Alum The Bubbly Tart was featured on KETV over Thanksgiving.
- Kitchen Council/Holly was asked by Iowa State University to sit on an Advisory Board for a USDA FSOP Project.

Entrepreneurial Development

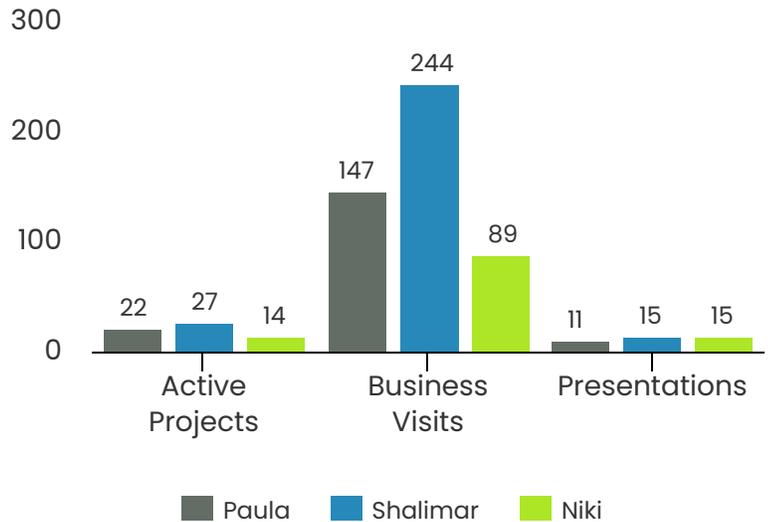
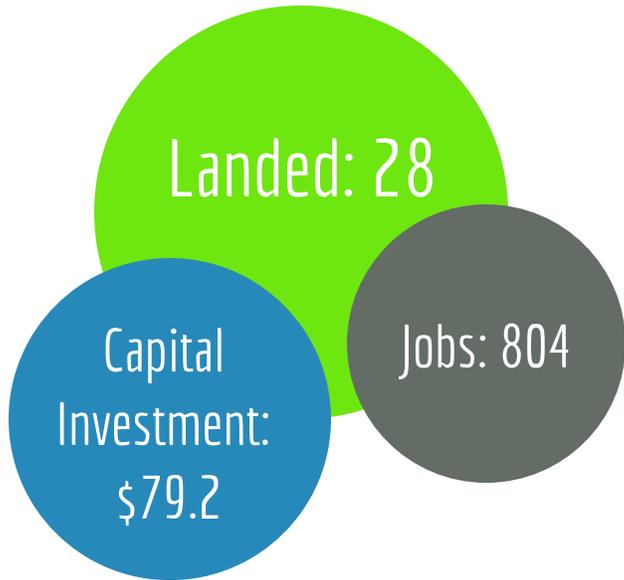
- Launched 2021 celebratesmall.com shop local initiative on Nov. 1. 16 local small businesses took advantage of free ads for small businesses through the holidays.
- Small business Blitz visits done in conjunction with Sm. Biz Saturday during the week of 11/22. Dropped of Sm. Biz. Sat. swag from AmEx to 18 businesses during blitz.
- Partnering with Iron & Willow Beauty Collective on pop-up market scheduled 12/3.
- November Meetup held on 11/17 at Em & Liv's. Highest attendance so far with 27. Rural Holiday Happy Hour scheduled 12/8 and on Friday, 12/17 in Council Bluffs.
- Project Updates: 19 Active, 1 New Projects: Project Sweet Thangs, new bakery in CB - referrals to SBDC, NEF & KC for guidance & small business asst. Will be moving some projects to hold/closed & landing one in Dec.
- Participated in CB Chamber's podcast with Ilona Holland for discussion on importance of shopping small & supporting local on 11/15.
- Finalizing SEA (student entrepreneurship ambassador) program to launch Jan. 2022.

Advance Southwest Iowa Corporation
Schedule of Activities with Budget
November 2021

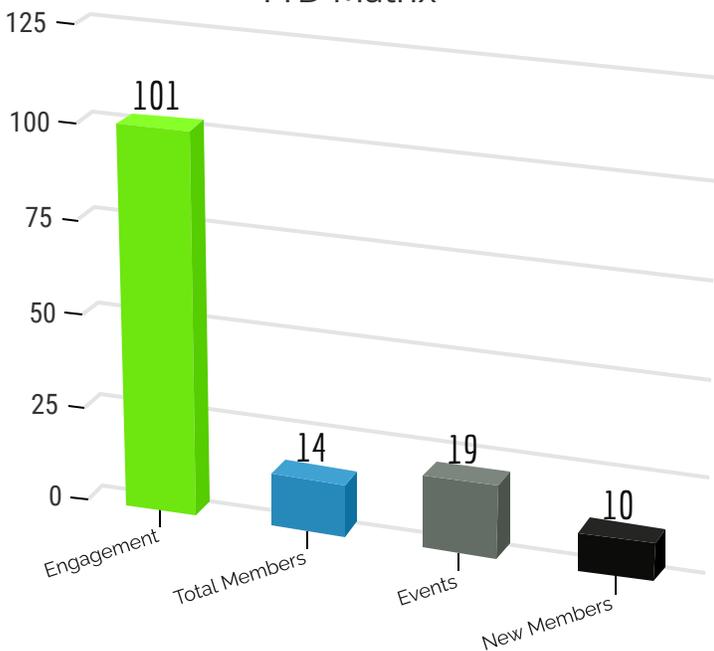
	Actual	Total Budget	over Budget
Income			
Income - City of Council Bluffs	10,416.67	10,416.67	0.00
Income - Pottawattamie County	15,000.00	15,000.00	0.00
Greater Omaha ED Partnership		416.67	-416.67
MidAmerican Energy		0.00	0.00
Black Hills Energy		0.00	0.00
IWF Grant		0.00	0.00
Private Investment	2,000.00	2,666.67	-666.67
Grants/Sponsorship		166.67	-166.67
PPP Loan Reimbursement		0.00	0.00
Total Grants/Sponsorship	\$ 0.00	\$ 166.67	-\$ 166.67
Releases from Restricted Funds		0.00	0.00
MAPA Grant		0.00	0.00
Total Income	\$ 27,416.67	\$ 28,666.68	-\$ 1,250.01
Gross Profit	\$ 27,416.67	\$ 28,666.68	-\$ 1,250.01
Expenses			
Operations			0.00
Rent	1,540.00	1,583.33	-43.33
Office Supplies	1,380.21	166.67	1,213.54
Technology	857.17	833.33	23.84
Accounting & Prof. Services	526.68	416.67	110.01
Insurance	183.42	333.33	-149.91
Mileage	359.51	250.00	109.51
Cleaning Service		83.33	-83.33
Dues & Subscriptions	239.88	166.67	73.21
Total Operations	\$ 5,086.87	\$ 3,833.33	\$ 1,253.54
Program ED & Rural			0.00
Client Services & Site Dev.	318.45	208.33	110.12
Travel - Outside Metro	-1,296.34	416.67	-1,713.01
Marketing & Events	-189.00	500.00	-689.00
Total Program ED & Rural	-\$ 1,166.89	\$ 1,125.00	-\$ 2,291.89
Programs Entrepreneurship			0.00
Client Services	34.29	208.33	-174.04
Travel - Outside Metro		166.67	-166.67
Marketing & Events	15,332.13	625.00	14,707.13
Total Programs Entrepreneurship	\$ 15,366.42	\$ 1,000.00	\$ 14,366.42
Staff			0.00
Payroll	27,592.66	27,750.00	-157.34
Benefits	4,195.93	3,958.33	237.60
Training		125.00	-125.00
Staff Bonuses		666.67	-666.67
Total Staff	\$ 31,788.59	\$ 32,500.00	-\$ 711.41
Total Expenses	\$ 51,074.99	\$ 38,458.33	\$ 12,616.66
Net Operating Income	-\$ 23,658.32	-\$ 9,791.65	-\$ 13,866.67
Other Income			
Interest Income	0.73		0.73
Total Other Income	\$ 0.73	\$ 0.00	\$ 0.73
Net Other Income	\$ 0.73	\$ 0.00	\$ 0.73
Net Income	-\$ 23,657.59	-\$ 9,791.65	-\$ 13,865.94

Monthly Board & Investor Update

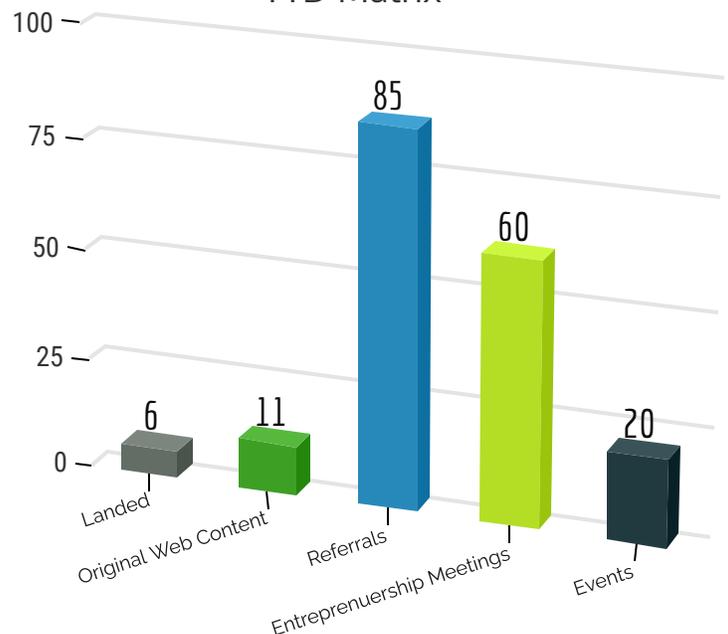
YTD Landed Projects



YTD Matrix



YTD Matrix



Executive Director Report

- End-of-year staff performance reviews finalized and submitted to HR.
- 2022 planning documents complete and ready for Board review/approval.
- Kitchen Council unwind continues with the GOCC - planning documents for 2022 completed. IWF grant LOI submitted for C1 2022.
- Finalized fiscal sponsorship agreement with Golden Hills RC&D - additional grant opportunities.
- RPCIC grant documents completed and submitted to IWF - County fiscal agent.
- IEDA approved Targeted Jobs incentive for Project Tip Toe on 12/17/2021.
- Advance had a great year of project activity and initiatives. We ended the year with 28 landed projects that account for \$79.2M in capital investment and 804 new and/or retained jobs.
- Hats off to the Advance staff for a great year of hard work and success!

Kitchen Council

- Directly engaged 4 food entrepreneurs in December.
- Met annual goals on membership and engagements.
- Prospective Members: The Witchin' Kitchen continues to work on food safety documentation and will onboard in early 2022 along with a few other likely members (Fig and Honey Charcuterie, Breeze Desserts and Sliver).
- Kitchen Council held final event for 2021: Food Startup 101 with 23 registrants and 14 attendees.
- Kitchen Council/Holly was asked to be a guest panelist at Iowa State University's Community Food Systems Annual Event speaking on the topic of food safety culture from a shared kitchen's perspective.

Rural Development

- At the end of December we got some great news that Pottawattamie County was selected as the site for a major employer to expand their current operations. We competed against 4 other locations in the US. We are incredibly grateful for this company making the investment in Rural Pottawattamie County! The estimated capital investment will be around \$55 Million Dollars.
- Project Menards is still on track. We have given them a couple options of land that could work for their mining project that they want to do in Rural Pottawattamie County. As a reminder, we are looking for 60 - 80 acers on the Nishnabotna River for Menards to mine aggregate. The site needs to be within 20 miles of their Shelby, Iowa location.
- We are looking forward to 2022 when we will see the opening of 3 new businesses in Rural Pottawattamie County just in January!

Entrepreneurial Development

- Partnered with Iron & Willow Beauty Collective on a pop-up market on 12/3. The event featured 19 small businesses & makers and was attended by 85 guests.
- December Meetup Holiday Happy Hour held on 12/17 at Em & Liv's. Rural Holiday Happy Hour was held on 12/8 at ASWIC rural office. January meetups on hold due to current surge of OV.
- Project Updates: 14 Active, 1 Landed Dec. 3 moved to on-hold for various client reasons.
- Project Perks has identified new site for expansion at future development.
- SEA (Student Entrepreneurship Ambassador) application to go live in January. (Flyer attached - feel free to share). Open to current HS Juniors at TJ, AL & LC for 2022-2023 school year.
- Will continue to partner with NEF for :45 Mogul webinar series during q1-q2. Beginning with Feb. 3 - *Everything Social Media Mktg.*
- Continuing 2022 potential collaborations with Startup Space, Rural Ideas Net. and potential co-working solutions for CB.

Advance Southwest Iowa Corporation

Statement of Financial Position

As of December 31, 2021

	Total
ASSETS	
Current Assets	
Bank Accounts	
Treynor State Bank	136,494.23
TS Bank - Project Account	24,429.15
TS Bank Money Market Account	22,316.94
Total Bank Accounts	\$ 183,240.32
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$ 0.00
Other Current Assets	
Prepaid Expenses	183.38
Total Other Current Assets	\$ 183.38
Total Current Assets	\$ 183,423.70
TOTAL ASSETS	\$ 183,423.70
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
Total Accounts Payable	\$ 0.00
Other Current Liabilities	
Deferred - City of Co. Bluffs	0.00
Deferred - Pottawattamie County	0.00
Total Other Current Liabilities	\$ 0.00
Total Current Liabilities	\$ 0.00
Total Liabilities	\$ 0.00
Equity	
Net Assets w/ Donor Restriction	30,920.35
Net Assets w/o Donor Restriction	113,780.05
Net Income	38,723.30
Total Equity	\$ 183,423.70
TOTAL LIABILITIES AND EQUITY	\$ 183,423.70

Advance Southwest Iowa Corporation
Schedule of Activities with Budget
December 2021

	Actual	Total Budget	over Budget
Income			
Income - City of Council Bluffs	10,416.66	10,416.66	0.00
Income - Pottawattamie County	15,000.00	15,000.00	0.00
Greater Omaha ED Partnership		416.66	-416.66
MidAmerican Energy		0.00	0.00
Black Hills Energy		0.00	0.00
IWF Grant		0.00	0.00
Private Investment	100.00	2,666.66	-2,566.66
Grants/Sponsorship		166.66	-166.66
PPP Loan Reimbursement		0.00	0.00
Total Grants/Sponsorship	\$ 0.00	\$ 166.66	-\$ 166.66
Releases from Restricted Funds		0.00	0.00
MAPA Grant		0.00	0.00
Total Income	\$ 25,516.66	\$ 28,666.64	-\$ 3,149.98
Gross Profit	\$ 25,516.66	\$ 28,666.64	-\$ 3,149.98
Expenses			
Operations			0.00
Rent	1,540.00	1,583.33	-43.33
Office Supplies	245.01	166.66	78.35
Technology	838.88	833.33	5.55
Accounting & Prof. Services	15,284.68	416.66	14,868.02
Insurance	183.42	333.33	-149.91
Mileage	540.67	250.00	290.67
Cleaning Service	100.00	83.33	16.67
Dues & Subscriptions	908.93	166.66	742.27
Total Operations	\$ 19,641.59	\$ 3,833.30	\$ 15,808.29
Program ED & Rural			0.00
Client Services & Site Dev.	595.78	208.33	387.45
Travel - Outside Metro	5,040.28	416.66	4,623.62
Marketing & Events		500.00	-500.00
Total Program ED & Rural	\$ 5,636.06	\$ 1,124.99	\$ 4,511.07
Programs Entrepreneurship			0.00
Client Services	98.27	208.33	-110.06
Travel - Outside Metro	17.57	166.66	-149.09
Marketing & Events	191.98	625.00	-433.02
Total Programs Entrepreneurship	\$ 307.82	\$ 999.99	-\$ 692.17
Staff			0.00
Payroll	27,592.66	27,750.00	-157.34
Benefits	4,195.93	3,958.33	237.60
Training		125.00	-125.00
Staff Bonuses		666.66	-666.66
Total Staff	\$ 31,788.59	\$ 32,499.99	-\$ 711.40
Total Expenses	\$ 57,374.06	\$ 38,458.27	\$ 18,915.79
Net Operating Income	-\$ 31,857.40	-\$ 9,791.63	-\$ 22,065.77
Other Income			
Interest Income	0.76		0.76
Total Other Income	\$ 0.76	\$ 0.00	\$ 0.76
Net Other Income	\$ 0.76	\$ 0.00	\$ 0.76
Net Income	-\$ 31,856.64	-\$ 9,791.63	-\$ 22,065.01

Advance Southwest Iowa Corporation
Schedule of Activities with Budget
January - December 2021

	Actual	Total Budget	over Budget
Income			
Income - City of Council Bluffs	125,000.00	125,000.00	0.00
Income - Pottawattamie County	180,000.00	180,000.00	0.00
Greater Omaha ED Partnership		5,000.00	-5,000.00
MidAmerican Energy	7,500.00	0.00	7,500.00
Black Hills Energy		0.00	0.00
IWF Grant	75,000.00	100,000.00	-25,000.00
Private Investment	32,554.75	32,000.00	554.75
Grants/Sponsorship	5,500.00	2,000.00	3,500.00
PPP Loan Reimbursement	67,529.00	67,529.00	0.00
Total Grants/Sponsorship	\$ 73,029.00	\$ 69,529.00	\$ 3,500.00
Releases from Restricted Funds	2,550.00	0.00	2,550.00
MAPA Grant	5,550.00	16,500.00	-10,950.00
Total Income	\$ 501,183.75	\$ 528,029.00	-\$ 26,845.25
Gross Profit	\$ 501,183.75	\$ 528,029.00	-\$ 26,845.25
Expenses			
Operations			0.00
Rent	18,480.00	19,000.00	-520.00
Office Supplies	2,411.20	2,000.00	411.20
Technology	9,958.21	10,000.00	-41.79
Accounting & Prof. Services	21,638.06	5,000.00	16,638.06
Insurance	2,017.62	4,000.00	-1,982.38
Mileage	4,014.42	3,000.00	1,014.42
Cleaning Service	100.00	1,000.00	-900.00
Dues & Subscriptions	2,512.73	2,000.00	512.73
Total Operations	\$ 61,132.24	\$ 46,000.00	\$ 15,132.24
Program ED & Rural			0.00
Client Services & Site Dev.	3,862.85	2,500.00	1,362.85
Travel - Outside Metro	11,263.77	5,000.00	6,263.77
Marketing & Events	2,904.00	6,000.00	-3,096.00
Total Program ED & Rural	\$ 18,030.62	\$ 13,500.00	\$ 4,530.62
Programs Entrepreneurship			0.00
Client Services	226.23	2,500.00	-2,273.77
Travel - Outside Metro	739.49	2,000.00	-1,260.51
Marketing & Events	16,130.91	7,500.00	8,630.91
Total Programs Entrepreneurship	\$ 17,096.63	\$ 12,000.00	\$ 5,096.63
Staff			0.00
Payroll	321,885.84	333,000.00	-11,114.16
Benefits	44,274.04	47,500.00	-3,225.96
Training	50.00	1,500.00	-1,450.00
Staff Bonuses		8,000.00	-8,000.00
Total Staff	\$ 366,209.88	\$ 390,000.00	-\$ 23,790.12
Total Expenses	\$ 462,469.37	\$ 461,500.00	\$ 969.37
Net Operating Income	\$ 38,714.38	\$ 66,529.00	-\$ 27,814.62
Other Income			
Interest Income	8.92		8.92
Total Other Income	\$ 8.92	\$ 0.00	\$ 8.92
Net Other Income	\$ 8.92	\$ 0.00	\$ 8.92
Net Income	\$ 38,723.30	\$ 66,529.00	-\$ 27,805.70

**ADVANCE SOUTHWEST IOWA CORPORATION
2022 PROPOSED SLATE OF DIRECTORS**

Board Members	Served Since	Position Held	Representation	Current Term	Term #	2022 COI Received
Directors - Voting Members						
Tim Wichman	Jan-17	President - Appointed	Pottawattamie County Board of Supervisors	1/1/2022 - 12/31/2023	A	
Chris Blum	Jan-18	Vice President - Elected	MidStates Bank	1/1/2022 - 12/31/2023	3	
Amy McDermott	Dec-19	Secretary/Treasurer- Appointed	Black Hills Energy	1/1/2021 - 12/31/2022	A	
Tara Slevin	Jan-18	Board Member - Elected	Jennie Edmundson Foundation	1/1/2022 - 12/31/2023	3	
Sue Pitts	Jan-20	Board Member - Elected	IWCC SBDC - Entrepreneurship	1/1/2022 - 12/31/2023	2	
Mark Hanwright	Jan-20	Board Member - Appointed	Council Bluffs Area Chamber of Commerce	1/1/2022 - 12/31/2023	A	
Brenda Mainwaring	Sep-20	Board Member - Appointed	Iowa West Foundation	1/1/2022 - 12/31/2023	A	
Josh Kallsen	Jan-21	Board Member - Elected	PowerTech - Industry and Entrepreneurship	1/1/2021 - 12/31/2022	1	
Joe Disolvo	Jan-22	Board Member - Appointed	Council Bluffs City Council	1/1/2022 - 12/31/2023	A	
Pete Ryerson	Feb-22	Board Member - Appointed	MidAmerican Energy	1/1/2022 - 12/31/2022	A	
Georgi Ivanov	Feb-22	Board Member - Elected	The Best Wrestler	1/1/2022 - 12/31/2023	1	
Ex-Officios:						
Brandon Garrett	Jan-18	Ex-Officio	City of Council Bluffs	Since Jan-18		
Matt Wyant	Jan-18	Ex-Officio	Pottawattamie County	Jan-18		
Drew Kamp	Aug-20	Ex-Officio	Council Bluffs Area Chamber of Commerce	Aug-20		
GOCC Representative	Jan-17	Ex-Officio	Greater Omaha Economic Development Partnership	Jan-17		
Staff:						
Paula Hazlewood	Sep-16	Executive Director	Advance Southwest Iowa Corporation	Employed Since Sep-16	6-YRS	
Niki Ferguson	Aug-17	Manager, Entrepreneurial Development	Advance Southwest Iowa Corporation	Aug-17	5-YRS	
Shalimar Mazetis	Sep-18	Manager, Rural Development	Advance Southwest Iowa Corporation	Sep-18	4-YRS	
Jessica Adamowicz	May-21	Project Management Coordinator	Advance Southwest Iowa Corporation	May-21	1-YR	

**Advance Southwest Iowa Corporation
2022 - Proposed Budget**

<u>Line Item #:</u>	<u>Revenue:</u>	<u>2022</u>	<u>Comments:</u>
10-001	City of Council Bluffs	\$125,000.00	Annual Investment
10-002	Pottawattamie County	\$180,000.00	Annual Investment
10-003	Private Investment	\$38,500.00	13 Private Investors
10-004	MAPA Grant	\$22,000.00	4 Payments of \$5,500 Remain
10-005	IWF Grant	\$100,000.00	2021 (\$50,000-OCF) and 2022 (\$50,000-GHRCD)
10-006	RPCIC Grant	\$100,000.00	County Pass Thru - Via Invoicing
10-007	Additional Grants	\$20,000.00	Potential Additional Entrepreneurial
	Total:	\$585,500.00	
	<u>Expenses:</u>	<u>2022</u>	<u>Comments:</u>
20-001	Rent	\$18,500.00	2-Offices CB Chamber, 1-Office Oakland, 1 Cubicle Omaha
20-002	Technology	\$12,500.00	Computers, Cell Phones, Virtual Subscriptions, Internet & Website Hosting
20-003	Office Supplies	\$1,000.00	Standard for All Offices + Postage
20-004	Accounting Services	\$5,000.00	Monthly Financials, 990 and Payroll Processing
20-005	Consultant Services	\$100,000.00	RPCIC - Consultant Services
20-006	Liability Insurance	\$4,000.00	D&O, Office Liability
20-007	Cleaning Service (Oakland)	\$1,200.00	Oakland Office
20-008	Dues & Subscriptions	\$2,000.00	PDI, MAEDC, Newspapers, Magazines
20-009	Client Services	\$6,000.00	All Client Related Expenses (Meetings, Meals, Hotel Accomodations)
20-010	Travel	\$22,300.00	All Travel (Inside & Outside State) and Mileage Reimbursement
20-011	Marketing & Events	\$8,000.00	Website, Promotion, Events
20-012	Payroll & Benefits	\$405,000.00	Salaries, Benefits, Taxes, 401(k), Workers Comp, Staff Training & Bonuses
	Total:	\$585,500.00	
	Total 2022 Revenue:	\$585,500.00	
	Total 2022 Expenses:	\$585,500.00	



Student Entrepreneurship Ambassadors

\$500 Scholarship*

*or seed money



The Details:



CURRENT JUNIORS

Submit your application by March 1, 2022 to be your high school's **SEA** during your senior year!



WHAT DOES A SEA DO?

As the SEA, you will be the connector between students & the community. The bottom-line... just a once/month email to touch base with ASWIC+LaUNCH.



What's in it for you?

We'll give you a **\$500** scholarship (or seed money) before graduation - And of course, a **free t-shirt!**

Advance Southwest Iowa Corporation is the economic development organization for Council Bluffs and all communities in Pottawattamie County. Advance is a one-stop shop for economic development with a focus on business attraction, retention, entrepreneurship and site development. The Advance staff are proud to work alongside our many community partners to enhance the image and increase the tax base to make Pottawattamie County a prosperous and desirable community to live and do business.

Apply Here
or contact us for
application
information



www.advancesouthwestiowa.com
nferguson@selectgreateromaha.com