

2024 Mid-Year Report



Fueling Iowa Business Growth



EDC Mid-Year Stakeholder Report 2024



Dear Friends and Supporters,

As an original board member of the EDC, I am honored to reflect on the remarkable journey we have shared over the past 21 years. Our mission has always been clear: to be a catalyst for business growth, innovation, and economic vitality within our community and across the state. Today, as we celebrate our accomplishments, it is with deep gratitude that I acknowledge the collective efforts of our partners, supporters, and the many entrepreneurs who have turned vision into reality with our support.

Since our founding in 2003, the EDC has strategically partnered with Iowa-based interstate commerce companies, driving significant economic impact and fostering sustainable communities. Our success is measured not just in numbers, but in the stories of local businesses that have flourished as a result of our unique, hands-on approach to working with business owners.

One of our proudest achievements has been the ability to assist numerous startups and small businesses in navigating the challenges of the market. Through tailored mentorship, access to funding opportunities, and a robust network of industry experts, we have empowered entrepreneurs to turn innovative ideas into thriving enterprises. These businesses, in turn, have created jobs, spurred local investment, and contributed to a dynamic and diverse economy.

As we look to the future, we remain dedicated to our mission of driving economic growth and enhancing the quality of life in Iowa. The landscape of business and commerce continues to evolve, and so too will our strategies and initiatives. With the ongoing support of our partners and the unwavering commitment of our team, we are confident that the next chapter of our journey will be as impactful and inspiring as the last.

Thank you for being an integral part of our success story. Together, we will continue to build a stronger, more vibrant community for all.

With gratitude,

Jon Dusek

2024 EDC BOARD

EXECUTIVE COMMITTEE

Nancy Lynk, US Bank (Chair)
Jon Dusek (Past Chair)
Armstrong Development
Jim Haddad
Haddad Consulting Services
William McCartan
Bradley & Riley PC
Charles Rohde
Kings Materials

Kim King, Alliant Energy

Kris Gulick
Kris Gulick, CPA/EdgeData

David Hensley
University of Iowa, JPEC

Larry Helling
Cedar Rapids Bank & Trust

Bruce Lehrman, ark data centers

Terry Sullivan, Linn County REC

Pat Diegnan, BankIowa

Aaron Friederich
GreenState Credit Union

Jasmine Almoayyed
Kirkwood Community College

Hunter Skogman, Skogman Realty

Jared Adam
Shuttleworth & Ingersoll

Chad Pelley
Twenty40 Building Concepts

Tom DeBoom
Simmons Perrine Moyer Bergman

Steve Schoenauer
RSM US LLP

Tim Kintner, Ohnward Bank & Trust

Dennis Jordan, Alliant Energy

Jack Gonder, Bankers Trust

Riley Eynon-Lynch, Entrepreneur

Support EDC

Become an EDC partner and help us continue powering the companies that power Iowa.

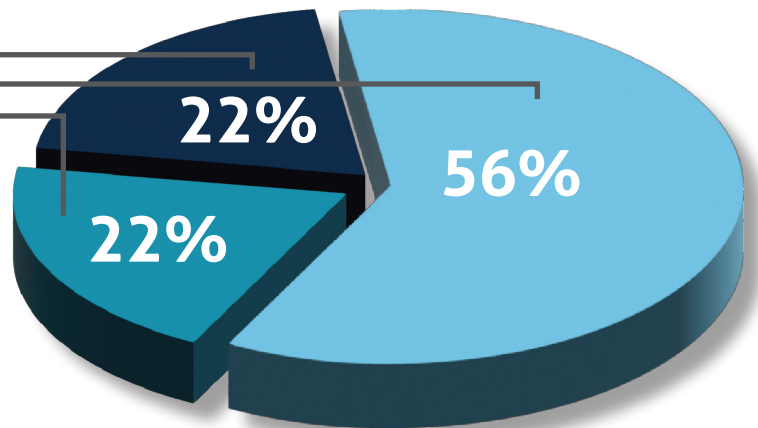
Public and private support are the driving forces behind the livelihood of our organization, and ultimately, the catalyst for success among companies EDC works with across the state. By giving interstate commerce companies a springboard to success, EDC energizes Iowa's economy and strengthens our communities.



Active Clients

EDC is currently supporting 25 active clients.

- Startups or pre-revenue clients
- Early-stage clients
- Established clients



Industries Supported

The following is a breakdown of our current clients:



EdTech



Agriculture



Consumer Goods



Medical Tech



SaaS/IT



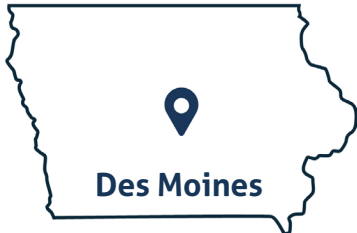
Manufacturing

Start-ups and Scale-ups

At EDC, we empower entrepreneurial ventures at every stage, from fledgling startups to established businesses, providing the guidance and resources needed to launch and expand successfully. Below are a few of the clients we're supporting in 2024.



Clients on the Move



START-UP

Founded: 2022 | **EDC Client Since:** 2023

Founder/CEO: Todd Thams

Business: Mod Advisors is a SaaS business model that automates work comp experience mod analysis that results in reduced workers' compensation claims and reduces premiums in the future. Mod analysis includes analyzing many factors that takes significant time and is fraught with errors, Mod Advisor has created a way to automate the process resulting in business's ability to make instant decisions on the claims that are occurring today.

Support provided by EDC:

Help securing IEDA DEMO funding, polishing investment pitch, introduction to potential investors, and overall business growth strategy.



EARLY-STAGE

Founded: 2019 | **EDC Client Since:** 2019

Founders: Jeff Ingels, CEO & Rodney Crim, Exec. Vice President

Business: Alpha Trailers Inc. is an original equipment manufacturer for the heavy haul semi trailer market and positioned as a value chain-advance manufacturer. Alpha offers customized transportation solutions of flat-bed, heavy duty trailers for unique, oversized equipment hauling.

Support provided by EDC:

Weekly business strategy meetings; operations mentoring; IEDA High Quality Jobs funding award, tax credits and direct financial assistance; 260e new jobs training funds; Manufacturing 4.0 grant funding; marketing and video assistance



COLLECTIVE DATA



ESTABLISHED

Founded: 1997 | **EDC Client Since:** 2006

Founder/CEO: Jason Wonase

Business: Collective Data provides asset management applications specifically targeting fleet vehicle operations, as well as individual police/sheriff assets.

Support provided by EDC:

Leadership of sales and marketing teams, marketing execution support, senior leadership development, budget development and monthly financial reviews, strategic growth planning, and CEO leadership support.

2024 EDC Investors

LEADER LEVEL



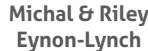
CHAMPION LEVEL



PARTNER LEVEL



COLLABORATOR LEVEL



MEMBER LEVEL



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