

edc

Accelerating Iowa Business

# 2025 Stakeholder Report



## Reflections

Founded in 2003 as a start-up itself, EDC has spent more than two decades helping high-impact businesses grow faster and stronger by leveraging experience and talent. Our mission has always been to foster wealth-creating companies that attract new investment and talent to Iowa, strengthening our communities statewide.

Over the past 22 years, the businesses we've supported have generated significant economic impact, as reflected in this report. Yet Iowa continues to face challenges—from the loss of high-impact companies through acquisition to the rise of online purchasing that shifts spending out of state. These trends make it more important than ever to support locally owned businesses and preserve Iowa's economic vitality and philanthropic strength.

EDC's mission is to grow the businesses that drive Iowa's economic vitality. As detailed in this report, we support companies at every stage of growth—from start-ups and early-stage ventures to long-standing legacy firms. More than half of our time is devoted to helping established businesses, some more than 80 years old, adapt, innovate, and continue contributing to Iowa's long-term prosperity.

EDC's experienced team works hands-on with client companies, going beyond traditional advising or instruction. As one entrepreneur shared, "I need help from people who have actually done what I am trying to do, and I get that from EDC." Our work carries significant responsibility, as guidance at critical moments can determine success or failure. Each team member takes personal ownership of outcomes, delivering a uniquely practical approach that complements other economic development efforts.

I am proud of the impact EDC continues to have on Iowa's entrepreneurs and future vitality. I am proud that our team has engaged selflessly for over two decades, seeing others' success as their own reward. And I am very thankful for the private and public donors that continually fuel our ability to do what we do.

Sincerely,

Curtis R. Nelson  
President & CEO

## 2026 EDC BOARD

### EXECUTIVE COMMITTEE

- Dennis Jordan  
Alliant Energy (Chair)
- Nancy Lynk  
US Bank (Past Chair)
- Jon Dusek  
Armstrong Development
- Charles Rohde  
King's Materials
- Aaron Friederich  
GreenState Credit Union
- Andrew Seyfer  
Bradley & Riley PC
- Cheri Kampman  
Kirkwood Community College
- Curt Heideman  
Bankers Trust
- David Hensley  
University of Iowa, JPEC
- Gavin McGrath  
McGrath Auto Group
- Hunter Skogman  
Skogman Realty
- Jared Adam  
Shuttleworth & Ingersoll
- Kathleen Kleiman  
Simmons Perrine PLC
- Kelly Hayworth  
City of Coralville
- Kim King  
Alliant Energy
- Kris Gulick  
Kris Gulick, CPA/EdgeData
- John Hall  
Cedar Rapids Bank & Trust
- Pat Deignan  
BankIowa
- Steve Schoenauer  
RSM US LLP
- Terry Sullivan  
Corridor Energy Cooperative
- Tim Kintner  
Ohnward Bank & Trust

EDC's work supports businesses at various stages of development and across diverse industries. From innovative medtech start-ups to large scale manufacturers and game changing consumer goods products, we partnered with these visionary businesses, and more, in 2025.

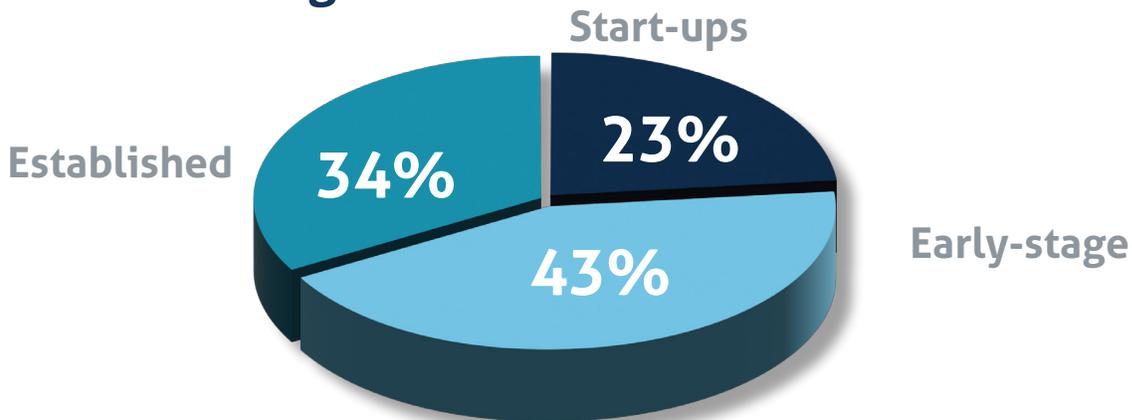
## Start-ups to Scale-ups



COLLECTIVE DATA



## Client Business Stage



# Client Insights



"The EDC has become a critical resource in Poultry Patrol's arsenal, providing expertise, hands-on support, and valuable network connections that have met all of our needs to date. We are excited to continue building our relationship with the EDC in 2026 and beyond!"

Jack Killian, Founder – Poultry Patrol (Coralville)



Jack Killian



Courtney McClellan

## STEERCLEAR MIRRORS

SAFETY YOU CAN SEE

"EDC has been instrumental in helping us launch our new product this year. There are so many unknowns when trying to get a new business launched and we appreciated all of the support - from marketing/branding, financials, product development, and more - that they provided along the way."

Courtney McClellan, Co-Founder – SteerClear Mirrors (North Liberty)



"Jane stepped in and introduced us to ECICOG, which bridged the financial gap for our school at a critical time. Since then, the EDC team has joined me on my CEO leadership crew and created fractional expert services that are so needed for our start-up. The EDC team is the reason ICON is beginning to thrive as I knew it always could!"

Leslie Nolte, Founder & Head of School – Iowa Conservatory (Iowa City)



Leslie Nolte



Jason Wonase



"Year after year, the EDC continues to provide tried and true advice."

Jason Wonase, Founder/CEO – Collective Data (Cedar Rapids)

## 2025 Numbers at a Glance



**88**

BUSINESSES DIRECTLY  
SUPPORTED



**\$9M**

NEW REVENUE GENERATED



**\$77.8M**

TOTAL ANNUAL IMPACT



**4,875**

HOURS OF SUPPORT



**14**

CITIES ACROSS IOWA



**\$10.8M**

NEW PAYROLL CREATED



**3**

FUNDING APPLICATIONS  
PREPARED FOR STARTUPS

## EDC Impact

The table below depicts the economic impact of EDC's clients in 2025, as well as total numbers since the program's launch in 2003.

	ANNUAL 2025	TO DATE 2003-2025
Number of Businesses Supported	88	1,488
New Revenue Generated	\$9M	\$3.619B
Capital Raised	\$59M	\$1.209B
Net Direct Jobs Added	136	3,989
Average Wage	\$79k	\$76.6k
New Payroll Created	\$10.8M	\$887M
Total Impact	\$77.8M	\$5.7B

# 2025 EDC Investors

## LEADER LEVEL



## CHAMPION LEVEL



## PARTNER LEVEL



## COLLABORATOR LEVEL



## MEMBER LEVEL

