



IOWA LAKES CORRIDOR

DEVELOPMENT CORPORATION

To Whom It May Concern,

In the year that our nation commemorates the 50th anniversary of the first moon landing, a quote from astronaut Neil Armstrong seems appropriate: “I guess we all like to be recognized not for one piece of fireworks, but for the ledger of our daily work.”

That sentiment holds true for the Iowa Lakes Corridor Development Corporation. For more than a quarter-century, the Corridor has lit the fuse for economic growth in Northwest Iowa not with flash and bang, but with steady, impactful economic development programming. As the accompanying annual report for FY 2019 makes clear, our consistent approach over the first three years of our current strategic plan has yielded measurable, impactful—and sometimes sparkling—results.

Business Retention, Expansion and Recruitment—34 deals closed, more than 540 jobs and more than \$560 million in capital investment.

Entrepreneurial Support—81 clients, 26 new businesses, \$3.76 million in capital raised.

Workforce Development—Get A Lakes Life, Future Ready Iowa, Home Base Iowa, housing expansion and regional diversity and inclusion training.

Armstrong and his Apollo 11 crewmates may have captured the world’s attention but launching them heavenward took thousands of people laboring in anonymity. Similarly, the Corridor’s efforts often are behind the scenes. In FY 2019, we began partnering with a talent recruitment agency to help local manufacturers relocate skilled production people from Puerto Rico, collaborated with developers to explore new types of housing suited to the changing demands of consumers, remained actively engaged with educators to align workforce skills with labor market needs, and advanced our industrial attraction program through identification of developable real estate parcels and the purchase of improved prospect identification software and promotional materials. Our team also assisted myriad projects that are building a stronger sense of place in the communities we serve.

FY 2020 is only two months old and already a new manufacturer, Godbersen Metal Works, has announced plans to locate in Clay County, and the Corridor and Buena Vista University were selected as joint recipients of a large grant from Google.org to support business succession services. With a liftoff like that, imagine how high we can orbit.

As always, the credit for success goes to the Corridor’s many partners and especially the nearly 120 member-investors whose generosity and commitment sustain our operations. Please enjoy the accompanying report. You can reach our office at 712.264.3474 or info@lakescorridor.com to learn more about how the Corridor is building value for your organization and the Lakes of Northwest Iowa.

Sincerely,

A handwritten signature in black ink that reads "Kiley A. Miller".

Kiley Miller
President & CEO