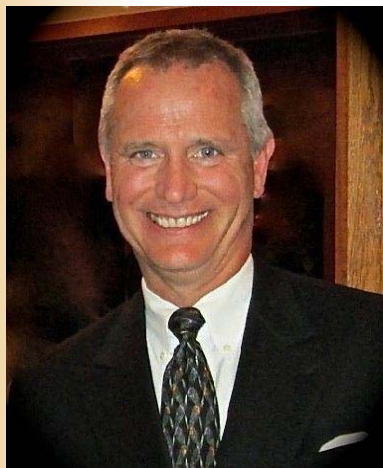


NIACC Hires New Small Business Development Director Brook Boehmler



Brook S. Boehmler
SBDC Director

Brook S. Boehmler, Hampton, joined the North Iowa Area Community College (NIACC) John Pappajohn Entrepreneurial Center as the new Director of the Iowa Small Business Development Center (SBDC) on March 3, 2014. Boehmler comes to NIACC after serving Franklin County as the Director of the Chamber, Main Street and Tourism organizations. While there he led multiple community events and consulted with numerous profit and non-profit entities. Brook currently serves as the Mayor of Hampton. Before he settled in Iowa, he started, managed, purchased and sold multiple companies throughout the Midwest and Southwest. Brook’s background is from the technology and legal segment, building service and sales organizations regionally, nationally and internationally.

Boehmler has a Master of Business Administration degree from the University of New Mexico in Albuquerque. He has a Bachelor of Science degree in Marketing with an emphasis in Computer Science from Missouri State University in Springfield, MO.

“We are extremely pleased that we could attract and retain the services, experience and skills that Brook brings to the College and our clients,” said Jamie T. Zanos, NIACC Vice President & Director of the Pappajohn Center. “Brook has strong business and consulting experience. He will be visiting communities across North Iowa to introduce himself to our banking and economic development partners. He has already hit the ground running with client business consulting.” “I am excited to work with such a high caliber of professionals whose mission is fostering solutions and helping the business community in North Iowa grow,” Boehmler said.

“Opening and managing a business in today’s world is a herculean task. People are taking a risk by moving into unguaranteed environments to seek a better life. My experience in private and public sectors has given me the insight and experience to help in a confidential setting to work one-on-one with owners to move them into the next step of opening, expanding or transitioning their business. Many area economic development corporations and chambers leverage our services to help their local community. I know as the Chamber Director, the SBDC served a pivotal role at no cost to our businesses and community. We are here to help.”

INSIDE

| | |
|---|---|
| Directors' Notes..... | 2 |
| Incubator New Tenant..... | 3 |
| Pappajohn New Venture Student Business Plan Winners..... | 4 |
| Pappajohn Launches Annual Iowa Business Plan Competition..... | 5 |
| Fall Launch & Grow..... | 6 |

Director's Notes

Spring is in the air as I write these notes for the JPEC Newsletter and along with it comes change. We welcome Brook Boehmler to the position of Director of the NIACC JPEC SBDC. Brook came to us with a strong business background and has already added value to our programs and clients. As he gets acclimated, we will review systems and look to make changes that will streamline and provide additional value for our business consulting clients.

We recently hosted the Iowa Advanced Manufacturing Center team from the Iowa Innovation Corporation (IIC) as they look to fully develop a center that can meet the needs of area manufacturers and bring added value to the work we do here at NIACC. We were very pleased to have representatives from Winnebago, Woodharbor, Stellar, IMT and Sukup Manufacturing here to provide input and give them straight talk and advice. Our partners from CIRAS, Farm Bureau and Michael Crum from ISU who oversees the broad business portfolio, joined us for a give and take session. The IIC team laid out the current status and vision and asked for feedback from our business partners. This type of early input can be invaluable in developing a system that doesn't duplicate services but adds to the overall mosaic and strengthens the system. We continue to push for funding to support our manufacturers in North Iowa with advanced 3D printers, and maintain our partnerships to promote innovation within our business communities.

We are also looking to connect our STEM programs and apply their knowledge to real world systems. Certainly, we have heard loud and clear, that businesses in North Iowa are in need of employees who have the skills and desire to perform in a manufacturing setting. Our pilot project with Iowa Business Growth is allowing us the opportunity to attract and train new workers in the skills our North Iowa Businesses require. There is a real opportunity in North Iowa for individuals to land good jobs with attractive salaries, and solve one of the pressing needs that impedes their growth, employees.

Collaboration with the Technology Association of Iowa has led to a very successful TechBrew where technology professionals, investors, bankers, and other interested individuals have an opportunity to meet and connect with one another. Of course the goal of gathering is to spark innovation and encourage growth within existing companies, but residual benefits of the interaction offers opportunity to launch new companies in North Iowa as a result of the innovation and mutual interest.

Partnerships -- nothing is more important to NIACC and the NIACC JPEC than the partnerships we have that result in supporting business development and growth in North Iowa. Our new President, Steven Schulz, has proven to be very helpful in regards to supporting economic development and understanding the connection between the college and the communities and businesses. His enthusiasm and commitment to growing North Iowa is exceptional. If you haven't had the opportunity to meet him, I encourage you to engage him. You will find him all ears and looking to support business growth in North Iowa.

I just returned from participating and attending the Technology Association of Iowa's i2i and Prometheus Awards. At that event, John Pappajohn received the first Lifetime Achievement Award and was honored throughout the night by many, including Governor Terry Branstad, IEDA Director Debi Durham and many of the businesses who won awards during the night. Clearly the landscape has changed remarkably in Iowa since John and Mary first launched the John Pappajohn Entrepreneurial Centers 17 years ago. There was tremendous excitement and enthusiasm as companies were honored. During the pitch and grow and i2i sessions investors met with business



Jamie T. Zanios
NIACC Vice President
& JPEC Director

startup companies, and in the Iowa Seed and Venture Capital Association meeting, the room was filled and new funds were identified bringing more than \$60,000,000 in new capital for investment in Iowa deals. The future is indeed bright for Iowa companies and new business startups. Clearly the support systems that have developed and grown as a result of the seed money that John and Mary provided and their leadership and vision, is positioning Iowa strongly for the future.

Lastly, The NIACC JPEC is accessible to all. We offer free business consulting services to startup and existing growing companies. We typically triage businesses, bringing several of our staff together to help identify the business issues, and then we move forward with recommendations and action steps that can help resolve or remediate the business impediments to growth. If you have a business or are looking to take your dream to reality and start a business, or you are looking to transfer ownership and sell your business and need advice, give us a call today. Of course, aside of the generous and continued support from John and Mary, we have received support from state and national governmental agencies, but are continually seeking and securing additional funding. If you are interested enhancing our services to the business community in North Iowa, either with funding and/or mentoring, please give us a call. The job is never ending and the needs are great, but the rewards immense.

Incubator Welcomes New Tenant Legacy Financial Services

Legacy Financial Services, INC. was founded by Brian and Sarah Novacek of Mason City, Iowa. Legacy Logistics, a freight brokerage company, was also founded in 2005 by the couple. "As the years went on we began to notice an increasing trend in our freight brokerage company where drivers wanted to get paid the same day that they delivered their freight." After months of discussion we decided to start a freight factoring company to meet the driver's wishes. With the same principle and standards we used to found Legacy Logistics, we established Legacy Financial Services, INC.,

whereby we purchase clean delivered bills of ladings from carriers for a fee. The carrier gets paid immediately and we get paid in the normal net 30 days. We felt with the sky rocketing costs in the transportation industry due to fuel, insurance, tires, etc. that this would be a great business to get involved in but would also help drivers pay for the overhead they encounter on a daily basis. We offered a few drivers that hauled regularly for Legacy Logistics the opportunity to take advantage of this program and it was met with great enthusiasm. Legacy's drivers quickly benefited from this program and they began to tell others on the road how quick and easy it was to get paid. With referrals came expansion to outside companies which quickly lead to great growth from year one to year two. Legacy Financial Services, INC. has experienced a dramatic growth in the last two years. We think the future is bright and with the guidance of the IACC John Pappajohn Entrepreneurial Center we feel the possibilities for future growth are endless. www.legacyfinancialservices.biz



L-R Sarah, Brian, Mary & Al Novacek

PAPPAJOHN NEW VENTURE STUDENT BUSINESS PLAN COMPETITION 2014

The competition is open to any Iowa university or college student/team with an interest in starting a business. The 15 finalists in this year's competition hailed from the University of Northern Iowa, Iowa State University, the University of Iowa, Hawkeye Community College, North Iowa Area Community College, and Drake University. Business ideas included mobile applications, a textbook return service, biorenewable technologies, skateboarding services, bakery products, swine genetics, shaved ice stands, and mobile lodging. John Pappajohn created the competition 14 years ago as a means of inspiring young entrepreneurs.



**North Iowa TechBrew
Meets the 3rd Tuesday
of the month
5 – 7 p.m.**

TechBrews are informal networking events designed to bring together entrepreneurs, technology and business people. North Iowa TechBrews are sponsored by the Technology Association of Iowa, the NIACC John Pappajohn Entrepreneurial Center and the North Iowa Corridor EDC with a local or area business as a principal sponsor each month.

**For Dates & Locations
Check Our Website**

[www.niacc.edu/pappajohn/
resources/tech-brew](http://www.niacc.edu/pappajohn/resources/tech-brew)

The finalists presented their business plans to John Pappajohn -- president of Equity Dynamics, Inc., Des Moines, and founder of the five John Pappajohn Entrepreneurial Centers in Iowa -- and two of his senior staff members, Dan Storck and Matt Kinley. The winning entries were chosen on the basis of the content and viability of their plans as well as their ability to answer questions about their business proposals.

State \$5000 winners

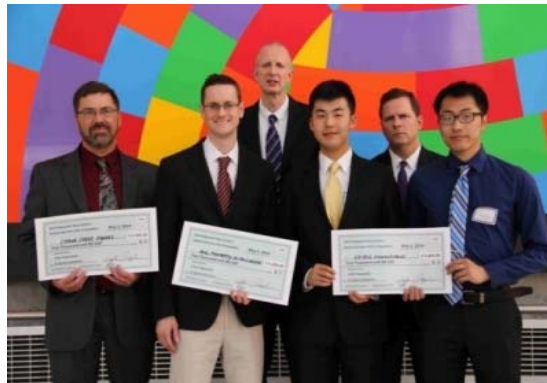


Photo (l to r): Brian Mauer (Crane Creek Kayaks, Hawkeye Community College), John Nicholson (Real Property Intelligence, University of Iowa), Dan Storck (Equity Dynamics/Pappajohn Capital Resources), RuiHao Min (Edible Innovations, University of Iowa), Matt Kinley (Equity Dynamics/Pappajohn Capital Resources), and Jiang Ming (Edible Innovations, University of Iowa).

North Iowa Regional \$500 winners



Photo (l to r) Regatta Olinger (Tropical Sno, NIACC), Jamie Zanos (NIACC Vice President & JPEC Director), Kelley Crane (School Partnership Entrepreneurial Coordinator), Dan Storck (Equity Dynamics/Pappajohn Capital Resources), Kayla Kearns (All Aluminum, NIACC), BrianMaue (Crane Creek Kayaks, Hawkeye Community College), and Matt Kinley (Equity Dynamics/Pappajohn Capital Resources)



Pappajohn Launches Annual Iowa Business Plan Competition

New and start-up businesses can enter to win up to \$25,000

John Pappajohn, Iowa's premier venture capitalist, has announced the launch of the 2014 John Pappajohn Iowa Business Plan Competition. This is the ninth annual business plan competition for Iowa sponsored by Pappajohn. Since 2006, more than \$400,000 in prizes has been awarded to start-ups across the state. This year, a total of \$50,000 will be awarded to the top three submitted business plans: \$25,000 for first prize, \$15,000 for second and \$10,000 for third.

The competition is designed to stimulate business development and provide support for outstanding business plans. The John Pappajohn Iowa Business Plan Competition is open to new and start-up businesses (in business for less than four years).

The first round of the business plan competition takes until **June 13**. During this time, businesses are invited to submit executive summary via a secure online program called Gust. A link to Gust is available at www.iowabusinessplancompetition.com.

In June, selected companies will be contacted and invited to submit full business plans through Gust. The competition will then be narrowed to seven to 10 companies to present to judges in August. The winners will be recognized at a special awards luncheon on Thursday, September 18th in Des Moines.

Assistance with business plan entries is available at the Iowa John Pappajohn Entrepreneurial Centers located at Drake University, Iowa State University, North Iowa Area Community College, the University of Iowa and the University of Northern Iowa; the Small Business Development Centers throughout the state; and the business accelerators in Des Moines, Red Oak, Spencer, Cedar Rapids, Davenport and Mason City.



John Pappajohn Entrepreneurial Center
500 College Drive, Mason City, IA 50401
1-888-GO-NIACC or 641-422-4111
www.niacc.edu/pappajohn

NIACC JPEC Staff

| | |
|-------------------------|--|
| Jamie T. Zanios | NIACC Vice President & JPEC Director |
| Tim Putnam | Associate Director |
| Brook S. Boehmler | Small Business Development Center Director |
| Daniel Pitts Winegarden | Incubation & Acceleration Services Director |
| Kelley Crane | School Partnership Entrepreneurial Coordinator |
| Anna LaVallee | Administrative Assistant - Incubator |
| Mary Spitz | Administrative Assistant - NIACC JPEC & SBDC |

NIACC JPEC Advisory Board

| | |
|-------------------|---|
| Margaret Bishop | Bishop Energy Engineering |
| Jim Erb | Mayor, Charles City |
| Neil Fell | Reliance State Bank |
| Natalie Hammer | HMR Supplies & CR Holland Crane Service |
| Mark Holt | Vi-COR |
| Tom Jolas | Schoneman Realtors |
| Bob Klocke | First Citizens National Bank |
| Dan Latham | Be Informed USA |
| John Pappajohn | Equity Dynamics Inc. |
| Robert Perry | Retired Educator |
| Ronnie Pitzen | OmniTel Communications |
| Alan Powell | Jendro Sanitation |
| Jayson Ryner | NIACC Vocal Music Instructor/Director |
| Dr. Steven Schulz | NIACC President |
| Terry Schumaker | NIACC Cont. Ed Dean/Director Econ. Dev. |
| Ted Vosburg | Retired Businessman |
| Steve Weiss | VAST |
| Rick Whalen | Butler/Grundy REC |
| Terry Wisner | TeamQuest Corporation |
| Laura Wood | NIACC Business Division Chair |
| Julie Wright | Executive Financial Architects |



Permit No. 278
Non-profit Organization
U.S. Postage Paid
Mason City, IA

John Pappajohn Entrepreneurial Center
North Iowa Area Community College
500 College Drive, Ste 120
Mason City, IA 50401

JPEC Launch & Grow Your Business
New Class Begins September 9th
1 evening class per week for 10 weeks

Instructor: Michael Brown
When: **Tuesdays**, September 9 – November 11, 2014
Time: 6:00 - 9:00 pm
Where: Charles City – NIACC Center Room #110–200 Hardwood Dr.
Sept. 9, 16, 23, 30 & Oct 7
Osage – Osage Library, NIACC Classroom–406 Main St.
Oct. 14, 21, 28, Nov. 4 & 11

Tuition: \$199*
Course#: **93363**

*If you plan to attend with a friend or spouse and will be sharing materials, it is only an additional \$100 for the second person.

Recommended: Participants must have a specific business concept they would like to pursue.

JPEC Launch and Grow Your Business assist the start-up and current entrepreneur in developing a business concept and evaluating it through each step of the business planning process. This course is designed to teach participants how to research, develop, and write detailed business plans. It covers all aspects of launching a business from licenses to bookkeeping to marketing to setting up shop. Participants work on their own business ideas or ventures throughout the course moving their ventures to reality or new levels of growth.

Call 641-422-4358 to Register