



Pappajohns Continue \$10 Million Gift Commitment to Higher Education

John and Mary Pappajohn, of Des Moines, are two of Iowa's most generous philanthropists, and they recently announced a \$10 million gift commitment to continue entrepreneurship education and programming through the John Pappajohn Entrepreneurial Centers at the University of Iowa, University of Northern Iowa, Iowa State University, Drake University, and North Iowa Area Community College.

John Pappajohn made the announcement on Thursday, Sept. 23, at a 25th anniversary celebration for the John Pappajohn Entrepreneurial Centers, held at the Des Moines Marriott Downtown.

"Mary and I are proud of the amazing developments in entrepreneurship in the state of Iowa," says John Pappajohn. "We are thrilled to continue supporting the Pappajohn Centers, as they

work to make Iowa the most entrepreneurial state in the country."

John Pappajohn, who immigrated to Mason City, Iowa, from Greece when he was nine months old, graduated from the University of Iowa with a business degree in 1952. His father died when John was 16 years old, and he and his brothers managed the family business as he worked his way through college.

John Pappajohn is the president of Equity Dynamics Inc., and Pappajohn Capital Resources in Des Moines. After graduating from Iowa, he was involved with several entrepreneurial projects before becoming a full-time venture capitalist in 1969. He has been involved in more than 100 startups and 50 initial public offerings and also has served as a director of more than 40 public companies.

John Pappajohn organized and financed the John Pappajohn Entrepreneurial Centers at five universities and colleges in Iowa in 1996 and has continued to support these centers for the past 25 years. Here are some of the photos from the evening.



In this Issue

Director's Notes 2

Venture School Coach
Spotlight 3

Fall 2021 University of
Iowa Venture School
Launch Day Competition
Winners 3

NIACC Pappajohn Center
Now Accepting
Applications for Spring
2022 Venture School 4

Kidtastic Cuts is a Salon
That Focuses on
Children's Needs 4

Entrepreneur of the
Month - Year in Review 5

Start Smart Education
Sessions Now Available
On Demand 5

Pappajohn Center Staff 6

Pappajohn SBDC Advisory
Board Members 6

Director's Notes

My Final Directors Notes

It is with mixed emotions that after 21 years with the NIACC John Pappajohn Entrepreneurial Center I have made the difficult decision to leave. Some might call this a "resignation." I prefer to think of it as "graduating." NIACC is all about growth and development, preparing students for what's next in life. Even though I have never been a student here, my leadership experience at NIACC has provided me with amazing opportunities to grow and learn, and has prepared me for this next step in my career. I have accepted a role as Director of Business Development for an entrepreneurial tech startup company based in Iowa City called inSEER.

NIACC took a chance on me 21 years ago, invested in me as a person, and believed in me to lead the Pappajohn Center for the past 7 years. I am truly grateful. I cannot adequately put into words how proud I am to be a part of NIACC and the five Iowa Pappajohn Entrepreneurial Centers. I will always feel a part of this community.

I am very proud of the work of the Pappajohn Center during my time with NIACC and the countless achievements to be celebrated – along with a number of efforts that fell short. But what was always consistent was the Pappajohn Center team's strong passion for serving the entrepreneurs of North Iowa.

Looking back, here are a few of my personal highlights from the beginning of my career that proved to be very formative to how I think of our work in serving students and entrepreneurs:

- The first effort I oversaw was the statewide Iowa Entrepreneurial Consortium, a statewide effort to deliver the Kauffman Foundation's FastTrac® NewVenture™ program to communities across the state. This was essentially my boot camp in learning how to work with entrepreneurs. I always felt like I learned more from them than what we

taught them. Then there was the thrill and sense of pride I enjoyed when a new business opened, and the gratitude given from the entrepreneur about their experience with the Pappajohn Center and those who attended the FastTrac® class with them.

- Some of my most rewarding and fun (and at times stressful) experiences were working with students in the college classroom, with the high school students in the Youth Entrepreneurial Academy (formerly Kauffman EntrePrep), and the NIACC Collegiate Entrepreneurs' Organization (CEO). Today, the best part is when I'm able to reconnect with these past students and learn of all the great things they are doing from leading organizations to being an entrepreneur.
- For my first two years at the Pappajohn Center, there was no playbook or best practice organization to learn from or network with other than the Iowa Pappajohn Centers. When asked to attend the first National Association of Community Colleges Entrepreneurship (NACCE) conference in the fall of 2002 in Springfield, MA, it was truly the first opportunity I had to really talk about the work of entrepreneurship in community colleges. The NACCE organization has been instrumental in my professional development and gave me a number of opportunities to work with community colleges across the country. But the best part of NACCE has been the long list of colleagues I've met and the lifelong friendships created. To date, I have not missed one NACCE conference since and will have to figure out how to keep this streak going!

As I think of what lies ahead for the NIACC Pappajohn Center I believe the sky's the limit for the Pappajohn Center and North Iowa.



**Tim Putnam, Director
John Pappajohn
Entrepreneurial Center**

- The NIACC Venture Mentoring Services (VMS) can transform how the Pappajohn Center engages in the entrepreneurial ecosystem by engaging successful entrepreneurs, CEOs, and other successful people in North Iowa to mentor and guide North Iowa's aspiring entrepreneurs. VMS will significantly increase the center's capacity to work with a wide range of entrepreneurs ranging from our scalable main street businesses to high growth tech companies.
- The Center on Rural Innovation (CORI) is an organization we've become engaged with over the past year. CORI has incredible resources and talent all focused on growing Rural America. Having been invited into their Rural Innovation Network (RIN), this has the potential to help North Iowa develop the roadmap to launch the North Iowa Innovation Center and begin work on the building the Digital Economy Ecosystem that would be transformative for North Iowa.
- Always keeping the Entrepreneurs we serve as our primary focus and priority and only good things will happen!

I would be remiss if I did not also express my gratitude for the JPEC team whom I've been blessed to know and work with over the years. They are talented and hard-working professionals who truly care for each other as well as the students and entrepreneurs we serve.

Thank you to everyone who I've worked with over the last 21 years, I am truly blessed!

Venture School Coach Spotlight

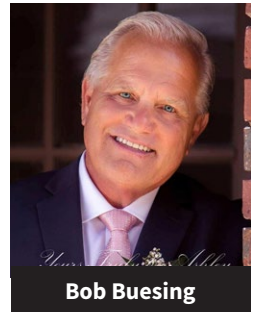
Candi Karsjens, Director of Innovation & Acceleration, would like to introduce Bob Buesing. Bob has been a mentor and coach for the Pappajohn Center Venture School cohorts since he arrived in North Iowa in the fall of 2020. Developed by the University of Iowa, Venture School has become the state of Iowa's premier entrepreneurial training program, and cohorts run in the spring and the fall using a hybrid classroom and lasting eight weeks.

Bob's exceptional knowledge of starting and scaling businesses and extraordinary attention to customer service has been an invaluable asset to the Venture

School teams. Bob is an experienced entrepreneur who started pumping gas and washing cars at age 10 in his father's gas stations along the east coast. Bob cofounded his first business, the Mauna Loa Motel in Wildwood, New Jersey in 1979 and has spent over forty years building and selling businesses in the travel and tourism industry.

Bob believes in giving back and notes his greatest achievement was starting TAP Gives Back, a foundation created to help children's charities throughout America which became a catalyst for other travel industry groups to form similar charities. The Pappajohn Entrepreneurial Center

uses a tested and successful model for creating a culture of entrepreneurs and innovation and building a mentor and business coaching network to support them. The next Venture School cohort starts **January 27th**. Contact Candi Karsjens if you would like to volunteer as a coach for this program at candi.karsjens@niacc.edu



Bob Buesing

Fall 2021 University of Iowa Venture School Launch Day Competition Winners

On November 10, the Fall 2021 Mason City cohort competed in person after 7 weeks of virtual training, developing their plans, and working with coaches. Nine teams competed this year by pitching their venture to a panel of judges, and the judges had a tough time choosing the top awards. Judges were Matt Curtis, Wayne's Ski and Cycle; Stacy Doughan, Clear Lake Area Chamber of Commerce; Jeff Potts, 2020 Creative, Inc.; and Jayson Ryner, ReEnvision Ag, LLC. The winners are pictured with judges, coaches, and Candi Karsjens, NIACC Pappajohn Center Innovation & Acceleration Director. Good luck to all businesses as they continue on their journeys. Lynn Allendorf and Elizabeth Hallgren from the University of Iowa were also present for the competition.

\$2500 Winner: Victoria Petersen - Ezer



Left to Right: Candi Karsjens; Spenser Stensrude, Coach; Scott Petersen; Victoria Petersen; Stacy Doughan; Lynn Allendorf; and Elizabeth Hallgren

\$1500 Winner: Doy Gilbert - ArtEd4Kiddos



Left to right: Candi Karsjens; Chad Gilbert; Doy Gilbert; Matt Curtis; Lynn Allendorf; and Elizabeth Hallgren

Honorable Mention \$500: Billie Asmus - Silicone Studios



Left to right: Candi Karsjens; Billie Asmus; Jayson Ryner; Lynn Allendorf; and Elizabeth Hallgren

Honorable Mention \$500: Barry Thomas & Jeff Brinkley - BCAT



Left to right: Candi Karsjens; Barry Thomas; Jeff Brinkley; Jeff Potts and Lynn Allendorf; and Elizabeth Hallgren

Honorable Mention \$500: Josh Davidson - 3 Drunk Brothers



Left to right: Brook Boehmler; and Josh Davidson

NIACC Pappajohn Center Now Accepting Applications for Spring 2022 Venture School

The NIACC John Pappajohn Entrepreneurial Center is now accepting applications for the Spring 2022 cohort of the University of Iowa's Venture School program. The Spring 2022 program will be a hybrid program on Thursday evenings and will kick off on February 3rd. U of I Venture School is a premier statewide program for entrepreneurs built from a streamlined curriculum developed by the National Science Foundation I-Corps at Stanford University and the University of California, Berkeley. Venture School emphasizes real-world entrepreneurship and innovation based on a leading-edge curriculum. You will encounter the chaos and uncertainty of creating new ventures while also being challenged to develop

your new business model, make pivots or preserve your original plans based on your discovery.

Spring 2022 Venture School program will be held as a hybrid class with a combination of weekly classes in-person or online via Zoom. An in-person orientation will be held **Thursday, January 27th**, to explain the course expectations and meet the Coaches. The online classes will be from **February 3rd – March 10th**. No classes will be held on March 17th. The final class is the Launch Day Competition, which will be held on the NIACC campus on **March 24th**.

Each Venture School team will be assigned a local entrepreneur as their

coach. Participating teams will be eligible to compete for cash awards locally and at the state level during the Venture School launch day at EntreFEST 2022. Last year's Mason City graduates were awarded \$13,000 in prize money during the 2021 EntreFEST competition. The cost for the program is \$299.

Contact Candi Karsjens at candi.karsjens@niacc.edu with questions or if you are a local entrepreneur interested in becoming a Venture School coach. To apply for the Spring 2022 cohort, visit <http://www.venture-school.com> and select the Mason City cohort in the drop-down menu. The deadline to apply is January 14th, 2022.

Kidtastic Cuts is a Salon That Focuses on Children's Needs

Shelby Pohlman opened Kidtastic Cuts in early November in Mason City. She attended UNI in hopes of becoming an elementary art teacher but later decided that wasn't what she wanted to do in life, but she knew she wanted to work with children. Shelby opened the business because she loves working with kids and realized they need a different experience when it comes to haircuts. She specializes in children's haircuts, including children with disabilities, and cuts mom and dad's hair as well. Shelby's primary goal is to help make haircut day a little bit easier for both the parents and the kids.

Her studio "playhouse" is intended to help make kids feel more comfortable. Shelby worked with Grant Peterson at First Citizens Bank for direct financing. Shelby also received consulting support from the Pappajohn and Small Business Development Centers and a NIACC USDA loan. Shelby says, "The Pappajohn and SBDC Center helped me realize how to start a business when I had no idea how to run a business. They helped me take my idea and make it happen." Shelby participated in NIACC's Mason City cohort of the University of Iowa's Venture School in the spring of 2020. After Venture School, Shelby was selected as one of the EntreFEST Launch Day Contest participants.

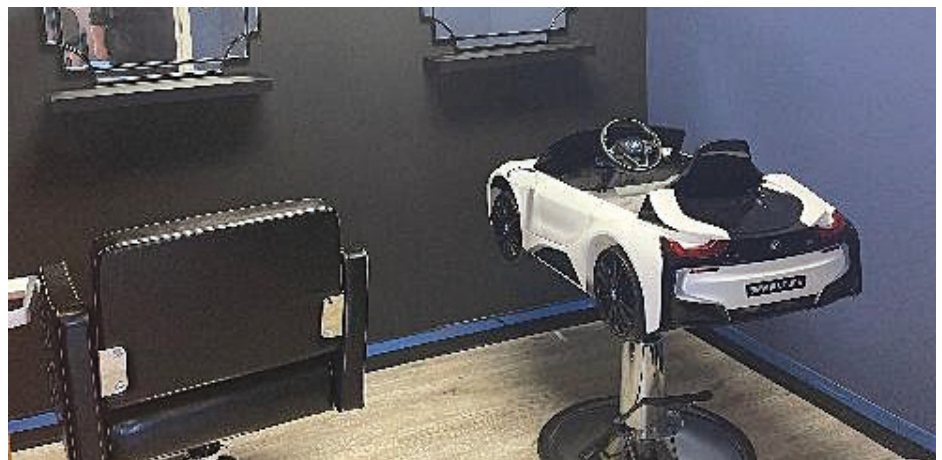
SBDC Director Brook Boehmler stated that "Shelby was committed to working her business idea by attending Venture School. This helped by validating her idea with customer discovery and being ready for the opportunity when it presented itself."

Shelby's advice to anyone who wants to start a business is to make sure you do your research and talk with your future clientele to ensure there is a need for the service in your area. She also recommends researching to find the best funding available for starting your business.

You can find Kidtastic Cuts at 202 First St. SE, #157 in Mason City.



Brook Boehmler, Shelby Pohlman and Tim Putnam



Entrepreneur of the Month – Year in Review

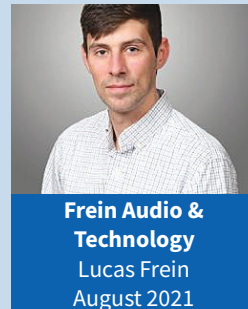
Check out the Pappajohn Center website for full stories of the amazing entrepreneurs we have highlighted: www.pappajohncenter.com/entrepreneurs/success-stories/



L&J Industries
Chris Garden
November 2021



Stock Cropper
Zack Smith
September 2021



Frein Audio & Technology
Lucas Frein
August 2021



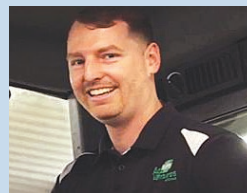
Dave's Auto Service
Joe Jamtgaard and Jackie Villela
July 2021



Broad Street Diesel
Ross Bissen and Cole Kruse
May 2021



Clear Lake Connected
Paige Rolling and Jillian Enke
April 2021



Ag Ventures Alliance
Spencer Stensrude
March 2021



Main Street Drug
Cindy Uetz
February 2021



Norsemen Trucking
David Steffens, Jr.
January 2021

Start Smart Education Sessions Now Available On Demand

The NIACC Pappajohn Center and the Small Business Development Center offers a **free** two-hour workshop designed for anyone who is considering starting a business. At *Start Smart*, participants learn how to create a business plan, conduct market research, discuss different types of business ownership, and learn how to register a business. Now, North Iowa entrepreneurs can participate in *Start Smart* on their own schedule.

Brook Boehmler, SBDC Director has been facilitating these *Start Smart* sessions twice a month on Wednesday evenings for the past seven years. We understand not everyone is able to attend the sessions in person or by

Zoom. The new on-demand model will increase access for entrepreneurs.

The *Start Smart* sessions have been recorded and divided into 6 parts, so you can watch them when it is convenient for you. There will be short tests

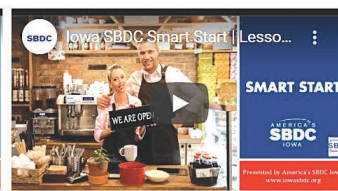
at the end of each session to ensure you understand the basic concept. After viewing the *Start Smart* trainings, you can make an appointment to meet over the phone or individually with the Small Business Development Center Counselors to help review

your business plan or provide guidance with other issues. To access this free training on the America's SBDC website, visit <https://iowasbdc.org/on-demand-training/>

1 | Start-up Basics



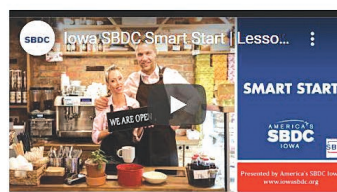
2 | Concept Feasibility



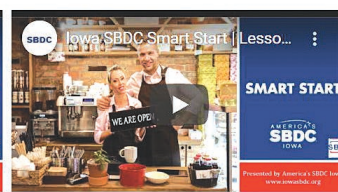
3 | Critical Issues & Decisions



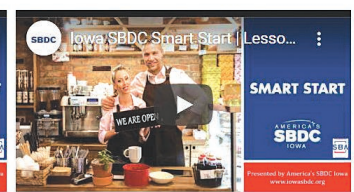
4 | Legalities, Permits & Licenses



5 | Business Plan & Financials



6 | Arrange Financing





JOHN PAPPAJOHN ENTREPRENEURIAL CENTER
North Iowa Area Community College
500 College Drive, Ste 120
Mason City, IA 50401

Visit us online:
www.pappajohncenter.com

PRSRT STD
U.S. Postage
PAID
Permit No. 54
Belmond, IA

NIACC Pappajohn Center Staff



Tim Putnam
John Pappajohn
Entrepreneurial
Center Director



Brook S. Boehmler
Small Business
Development
Center Director



Candi Karsjens
Innovation &
Acceleration
Director



Kelley O'Rourke
School Partnership
Entrepreneurial
Coordinator



Mary Spitz
Administrative
Assistant -
Pappajohn & SBDC



Joyce Martin
Marketing &
Communications
Coordinator



Anthony Riesen
Innovation
Workspace
Coordinator

Pappajohn & SBDC Advisory Board

Beth Bilyeu
Forest City EDC

Joe Davis
Business, Humanities, and
Human & Public Services
Division Chair

Stacy Doughan
Clear Lake Chamber of
Commerce

Jim Erb (*posthumously*)
Retired Mayor

Patti Hanson
NIACC Cont. Ed Dean/Director
Econ. Dev.

Bob Klocke
First Citizens Bank

Dan Mulligan
NIACC Business Instructor

John Pappajohn
Equity Dynamics Inc.

Ronnie Pitzen
Retired Businessman

Natalie Plagge
Clear Lake Bank & Trust

Heather Rissler, PhD
Health Services & STEM
Division Chair

Jayson Ryner
NIACC Vocal Music Instructor/
Director

Chad Schreck
North IA Corridor, EDC

Dr. Steven Schulz
NIACC President

Spencer Stensrude
Ag Ventures Alliance

Ted Vosburg
Retired Businessman

Steve Weiss
NutriQuest

Rick Whalen
Retired Businessman

Terry Wisner
Chief Financial Officer

Katie Wold
Market 124

Jamie T. Zanos
Business Consultant