



NIACC Pappajohn Center hires Dr. Tom Moore as Director of Innovation and Acceleration

The NIACC John Pappajohn Entrepreneurial Center is proud to welcome Dr. Tom Moore as the Director of Innovation and Acceleration. Dr. Moore will be responsible for providing business consulting to start-up companies and existing small businesses in all phases of business who need funding, management, and operational expertise to improve their chances of success. He will also be delivering and leading programs to improve the region's culture of entrepreneurship and innovation, as well as supporting the entrepreneurial ecosystem through partnerships and collaboration.

Dr. Moore comes to NIACC with thirty-plus years of business and industry experience, including owning several successful consulting firms. Dr. Moore's expertise includes strategic planning, organization design and development, business acumen, leadership development, and operations management.

He and his wife Darlene have recently moved to Charles City. Dr. Moore has a son attending Evergreen State College in Olympia, WA, and a daughter attending DePaul University, in Chicago, IL.

Since 2009, Dr. Moore has owned and been the principal consultant for two consulting firms focused on helping clients in both private and public sectors find the synergies between outstanding leadership and enterprise excellence. In 2020, Dr. Moore expanded his reach by opening a coaching firm offering goal-focused coaching for mid to senior-level organizational leaders. Dr. Moore has helped clients throughout the US, Canada, Europe, the Middle East, and Asia.

Dr. Moore has a Ph.D. in Human Organizational Systems, MA in Organizational Management and Development, and a BS in Education, Training, and Development. He is a Lean Enterprise Sensei and a Six Sigma Master Black Belt. As a scholar-practitioner, Dr. Moore is passionate about helping entrepreneurs and business leaders in North Iowa realize their vision. To contact Dr. Moore, call 641.422.4192 or at tom.moore@niacc.edu.

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Director's Notes

A Culture of Entrepreneurship

This past year we have seen a resurgence of business and tourism activity in North Iowa, which is so encouraging and demonstrates how resilient our communities are, even in the face of continued uncertainty. As we closed our fiscal year on June 30th, I thought about how grateful I am for all the wonderful community partners, stakeholders, and collaborators, and I sincerely thank you. I can think of nothing more important than collaboration and cooperation to help build a strong culture of entrepreneurship in North Iowa. We continue to engage in collaborative initiatives that can have a profound effect in North Iowa and further our center's vision to serve as the primary source for entrepreneurship education programs, small business counseling/support services, and as a liaison to additional resources.

Forward momentum is on our side. It's been an exciting year to be in North Iowa. We've had many reasons to celebrate this past year, including awards, anniversaries, and entrepreneur and small business successes. Here are some of the highlights:

- NIACC was announced one of 25 semifinalists for the prestigious Aspen Institute College Excellence in Education awards, from over 150 applicants nationwide
- NIACC was selected as a 2022 Northern Iowa "Employer of Choice" Award
- Almost \$70,000 in seed money awards went to Pappajohn Center students and startups in local and state competitions
- Matt Curtis of Wayne's Ski & Sports won the coveted Iowa SBDC 2022 Neal Smith Entrepreneur of the Year award
- 25th Anniversary statewide celebration of the five John Pappajohn Entrepreneurial Centers
- 40th Anniversary celebration of America's SBDC Iowa

- North Iowa Corridor - 2022 TAI Technology Community of Year Award Finalist
- North Iowa chambers won community excellence awards, tourism awards, community marketing awards
- IEDA, housing, tourism and catalysts grants awarded all across North Iowa
- RAGBRAI traveled across northern Iowa and got a firsthand look at the hospitality and all that North Iowa has to offer when they overnighted in Mason City and Charles City the last week of July
- Pappajohn Entrepreneurial Center, in collaboration with NIACC Continuing Education, awarded a USDA RBDG Grant for \$51,000 to scale the Innovation Workspace and serve more North Iowa businesses
- Pappajohn Entrepreneurial Center was awarded a TeamQuest grant to be used to further STEM education
- NewBoCo out of Cedar Rapids was awarded a \$100,000 grant to pilot work with the Pappajohn Entrepreneurial Center and Mt. Pleasant to bring Delta V Code School and an Accelerator Program to rural North Iowa

I am sure I haven't covered them all, but it's already apparent in North Iowa that we demonstrate resiliency in the face of uncertainty. Even through the chaos we were able to increase our key five-year metrics. The Pappajohn Center increased the five-year business survival rate from 86% to 89%! What these successes demonstrate is that despite a pandemic and continued economic turbulence, new businesses are opening, buying/selling is taking place, there is innovation going on all over North Iowa, and our future is bright!

There is no one-size-fits all solution for the clients we serve. The path is different for each one and there is not always a prescriptive process. The team here always rises to meet the entrepreneur where they are and works very hard to provide the resources and training they need. I am very thankful for the Pappajohn/SBDC Center team and the work we do. I am very grateful for all of the ongoing collaboration of stakeholders throughout the region who care deeply about creating a bright future for all in North Iowa.



Candi Karsjens, Director
John Pappajohn
Entrepreneurial Center

Together, Shaping the Future



NIACC Pappajohn Entrepreneurial Center Hosts Youth Entrepreneurial Academy

The NIACC John Pappajohn Entrepreneurial Center conducted the Youth Entrepreneurial Academy on June 13-17 sponsored by the John K. and Luise V. Hanson Foundation. The academy is offered annually and free to all high school students interested in entrepreneurship. Participants receive a \$500 NIACC scholarship sponsored by John Pappajohn. This year's academy included 5 high school students. The aspiring entrepreneurs completed the academy which is held as a day camp from 8:30am-4:00pm.

The participants and schools represented were:

Eliot Chute – Clear Lake High School

Jillian Harriman – Mason City High School

Josh Hanson – Newman High School

Christopher Molander – Clear Lake High School

Avery Williams – Home School

Throughout the entire week, the young entrepreneurs worked diligently to progress a business model canvas. Students had the opportunity to network with local entrepreneurs, develop leadership skills, and gain fundamental skills required when starting a business. Tuesday, June 22, the

students pitched their business ideas by submitting an executive summary that included a company description, financial plans, and business model key measures that included startup costs and sales projections. Additionally, five students received a \$500 seed money award for the businesses they developed during the week.

The Academy's director and mentor was Kelley O'Rourke, School Partnership Entrepreneurial Coordinator at the Pappajohn Center. The facilitator was Candi Karsjens, Pappajohn Center Director, and Tom Moore, Director of Innovation and Acceleration at the Pappajohn Center. Mentors included: Camille Urban, retired patent attorney and consultant; Madelyn Kollasch, YEA Alum, Newman Catholic graduate, NIACC student, and CEO Club President.

Guest speakers for the week were Tyler Anderson, Roller City and Tropical Sno owner; Brook Boehmler, North Iowa Area SBDC Regional Director; Joyce Martin, Pappajohn Center Marketing and Communications Coordinator and Brad and Angie Barber, Cabin Coffee founders and Franchise owners.

The students presented their businesses to a panel of three judges: Hunter Callanan, North Iowa Corridor Economic Development Corporation; Jeff Potts, 20/20 Creative; and Beth Bilyeu, Forest City Economic Development Corporation.

The judges chose three businesses to win an additional **\$500** seed money award and two honorable mention prizes of **\$250**. The winners were:

Josh Hanson – Hanson Web Development

Christopher Molander – Liquid Gold Honey

Avery Williams – Tea Time

Honorable mentions:

Eliot Chute – CrestFall

Jillian Harriman – Jill's Goodies



Left to right: Jeff Potts, Josh Hanson, Christopher Molander, Hunter Callanan, Jillian Harriman, Avery Williams, Eliot Chute, Beth Bilyeu

Finalists Announced for NIACC Pappajohn Entrepreneur Gala Awards

The NIACC John Pappajohn Entrepreneurial Center is proud to announce the finalists for the 2022 Pappajohn Entrepreneur Gala awards. The Pappajohn Entrepreneur Gala will take place on Tuesday, October 11, 2022. The Pappajohn Entrepreneur Gala celebrates the entrepreneurs and partners who make our communities in North Iowa a great place to work and live. The Pappajohn Entrepreneur Gala will also honor The Sukup family for their vital contributions to North Iowa.

Young Entrepreneur of the Year finalists

- Dr. Reed & Dr. Addison Faldet, DDS, Hometown Dental – Charles City, IA
- Cody Jane Purvis, Pampered Pets Retreat & Spa – Kanawha, IA
- Austin & Jessica Wood, Charlie's Soda Fountain – Clear Lake, IA

Student Entrepreneur of the Year finalists

- Avery Williams, Tea Time – Garner, IA

Entrepreneur of the Year finalists

- Lindsey R. Falk, LR Falk Construction Co. – St Ansgar, IA

- Melissa Fabian, Simply Nourished MC & Foxtrot Properties – Mason City, IA
- Dr. Jay Lala, Dr. Matt Hansen, Dr. Jennifer Thackery, Dr. Briana Brayton, & Dr. Rick Young, DDS; Central Park Dentistry – Mason City, IA

Innovation Award finalists

- UpTower, Inc., Jordan Bielefeld – St. Ansgar, IA
- Easy2Show, Jill & Tony Ihrke – Sheffield, IA
- Router12 Networks, Ryan Malek – Mason City, IA

Business of the Year finalists

- Heartland Asphalt, Inc. – Mason City, IA
- Henkel Construction Company – Mason City, IA
- Metalcraft, Inc. – Mason City, IA

The Pappajohn Gala is made possible with the support of our sponsors:

Founders level sponsors: BrownWinick Law Firm; Sukup Manufacturing Co.

CEO level sponsors: Farmers State Bank; First Citizens Bank; Heartland Asphalt, Inc.;

Hovland Property Development (Tom & Barb Hovland); Huber Supply; Iowa Economic Development Authority (IEDA); LR Falk Construction Co.; Metalcraft Inc.; Murphy, Coe & Smith PLLC; NIACC Continuing Education; NIACC Foundation; Norsemen

Entrepreneur level sponsors: Campbell Supply Co.; CFO Systems, LLC; Clear Lake Area Chamber of Commerce; Clear Lake Bank & Trust; Culver-Hahn Electric Supply; Charles City EDC; Forest City EDC; Franklin County Development Association; Greater Franklin County Chamber of Commerce; Hancock County EDC; Henkel Construction Company; Home Trust & Savings Bank; Iowa Northern Railway Company; Iowa PowderCraft; Kingland; Legacy Transportation; Moorman Clothiers; North Iowa Corridor EDC; The Business Brokers; QPS Employment Group; United Bank & Trust Co.; Zanos Family; The Red Geranium (In-Kind)

Tickets for the 2022 Pappajohn Entrepreneur Gala can be purchased at www.pappajohncenter.com/gala

North Iowa Entrepreneurs Take Home Wins from 2022 Venture School Pitch Competition

Three North Iowa entrepreneurs took home wins from the 2022 University of Iowa Venture School Launch Day which was held Thursday, June 9, 2022. Five finalists from across the state of Iowa competed in the pitch competition, held at EntreFEST, a two-day entrepreneurial conference held in Iowa City, IA. This year, three of the five finalists were graduates of the North Iowa Venture School program hosted by the NIACC Pappajohn Center. Billie Asmus of Silicone Studios (Hampton, IA) won the Third Place prize of \$5,000. Dr. Tara Nichols of Maters of Comfort (Mason City, IA) and Josh Jeske of TerraForm Tillage (Eldora, IA) each took home an Honorable Mention prize of \$1,500.

All three entrepreneurs are graduates of the Venture School program at the NIACC John Pappajohn Entrepreneurial Center. The NIACC Pappajohn Center Venture School class is led by Candi Karsjens, Director of the Pappajohn Center and certified NSF i-Corps instructor. Candi Karsjens, Director of the NIACC Pappajohn Center, said, "EntreFEST is such a great culminating event to celebrate the best Venture School graduates and really celebrates the spirit and culture of entrepreneurship in Iowa. Our participants did a fantastic job pitching their business ideas and representing North Iowa and the culture of entrepreneurship of our region."

North Iowa entrepreneurs continue to perform well at the statewide competition. In 2020, Jayson Ryner of ReEnvision Ag took home First Place. In 2021, Zach Smith of The Stock Cropper took home First Place, and Nate Julseth of Nate's Powder Coating took home First Runner-Up.



L to R: Dr. Tara Nichols, Tom Trone, Billie Asmus, Josh Jeske, Candi Karsjens

John Pappajohn Iowa Entrepreneurial Venture Competition Awards \$100,000 in Cash Prizes

The sixteenth annual John Pappajohn Iowa Entrepreneurial Venture Competition awarded \$100,000 in cash prizes to nine Iowa ventures Friday, August 12. The \$100,000 in seed funding consists of a \$50,000 contribution from John Pappajohn and a \$50,000 match from the Iowa Economic Development Authority (IEDA). The goal of this competition is to support Iowa's entrepreneurial eco system.

Iowa businesses that have been in operation for four years or less or are not yet cash flow positive were eligible to apply. The competition is open to businesses including, but not limited to, technology, biotechnology, green technologies, medical, advanced manufacturing, agriculture, engineering and education industries.

Participants were judged on written submissions, and those who advanced to the final round of the competition presented to a panel of judges. Three of our clients were awarded seed money: First place winner, Michael Hora of Continuum Ag, received \$40,000, Jayson Ryner of ReEnvision Ag Inc. (\$5,000) and Jill Ihrke of Easy2Show (\$2,000) received honorable mention honors. All three teams have worked with the NIACC Pappajohn Center and participated in entrepreneur programs geared for start-ups.

Applications for the 2023 John Pappajohn Iowa Entrepreneurial Venture Competition will open in Spring 2023. For more information or to apply, visit <https://www.pappajohncompetition.com/>.



NIACC Students Earn Seed Money State Pitch Competition

The Pappajohn Student Entrepreneurial Venture Competition, sponsored by John Pappajohn, Equity Dynamics, Inc., awarded three \$5,000 awards to Zemira (University of Northern Iowa), Farm Story Meats (Iowa State University), and F-X Systems, Inc. (University of Iowa).

A total of 15 student businesses competed as regional finalists selected from each of the five John Pappajohn Entrepreneurial Centers: Iowa State University, University of Northern Iowa, North Iowa Area Community College, University of Iowa, and Drake University. Each regional finalist was awarded \$500 if not selected for the top award. The competition is held every spring and is open to Iowa university and college students, including private and community colleges, with an interest in starting their own business.

Students from the NIACC Pappajohn Center in Mason City competed at a regional competition on April 6, 2022, at NIACC. They were awarded \$500 for their business concepts.

Majestic Masterpieces - Madelyn Kollasch (NIACC)

Majestic Masterpieces creates one-of-a-kind home décor and personalized gifts for all your occasions. Majestic Masterpieces can create custom merchandise and personalized signage to represent your business the right way.

Molander Magic - Christopher Molander (NIACC)

Molander Magic is an entertainment service that helps parents provide a magical experience by entertaining kids on their birthdays or special events.

Molander Magic also offers magic lessons and plans to sell products through online vendors.

Leavet - Oscar Madong (NIACC)

Leavet is an "Actual Self-Service Restaurant," where the customer orders, pays and disposes of his/her own materials. The dining experience is revolutionized through technology, offering restaurants 70% less labor costs.



Madelyn Kollasch and Oscar Madong

Christopher Molander

Verizon Innovative Learning

This year's Verizon Innovative Learning STEM Achievers camp brought 34 middle school students to campus this summer to learn about emerging technology, social entrepreneurship, and design thinking. Unlike in the past, Verizon opened the program to all students, both boys, and girls, to make this wonderful experience available to as many students as possible.

During this four-week camp, students participated in three different topic sessions: Artificial Intelligence and Robotics, where the students began to code, Immersive Media, focusing on augmented and virtual reality, and Digital Product Innovations, with computer-aided design and 3D printing. This

breadth of topics means there is something exciting for everyone.

Some students take great joy in coding their robotics to follow intricate paths through the classroom and respond to colors on the floor. Others prefer the enhanced storytelling experience

when you can fully immerse your reader in the world you create. And, of course, the 3D prints have gotten longer and longer as students have become more comfortable with design, creating ever larger and more complicated designs.



Three New Advisory Board Members

Candi Karsjens, Pappajohn Center Director, welcomed three new unanimously elected Pappajohn & SBDC Advisory Board Members at the June 2022 board meeting. They are:

- Chris Garden, owner of L&J Industries in Charles City (Floyd County)
- Jennifer Gruelke, co-owner of Butch Gruelke Auto Body in Hampton (Franklin County)
- Melissa Michaelis, Executive Director, Winn-Worth Betco in Lake Mills (Winnebago/Worth County)

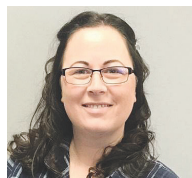
The board members' main expectations and roles are to share their expertise in discussions and to provide long-term visionary leadership to the Center by attending and being prepared for Quarterly meetings. The full listing of Board Members are on the back of the newsletter.



Chris Garden



Jennifer Gruelke



Melissa Michaelis

NewBoCo Partnership

The Pappajohn Center is happy to announce that Cedar Rapids will no longer be the only home for NewBoCo programs in Iowa, as the nonprofit is launching its Community Partner Pilot program in Mount Pleasant and Mason City. The recent \$100,000 grant from Iowa Economic Development Authority that NewBoCo received will jump-start the pilot program, which will support communities in strengthening their innovation ecosystem without having to start new programs from scratch. With this new partnership, we have the ability to develop an end-to-end programming framework for scalable entrepreneurship and innovation that is both accessible and inclusive and improves the lives of all residents of our region.

The first two programs to be offered through the Pappajohn Center in collaboration with the NIACC Continuing Ed and Economic Development division is the DeltaV Code School and a customized accelerator program in collaboration with the Iowa Startup Accelerator for early-stage startups. DeltaV is Iowa's premier coding and network administration technical school using tested curriculum developed by NewBoCo and Code Fellows of Seattle, WA. The next class, Code 102, will be offered in October. For more information on the software developer track and class schedule, contact the Pappajohn Center at (641)422-4111.



TechTalk

October 25

Mason City Brewing
28 E State Street, Mason City
Sponsored by Nelson Media Co.

November 17

Mason City Brewing
28 E State Street, Mason City
Sponsored by North Central Iowa STEM
Region & Stellar Industries



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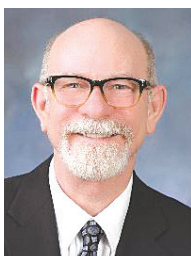
NIACC Pappajohn Center Staff



Candi Karsjens
John Pappajohn
Entrepreneurial
Center Director



Brook S. Boehmler
Small Business
Development
Center Director



Dr. Tom Moore
Innovation &
Acceleration
Director



Kelley O'Rourke
School Partnership
Entrepreneurial
Coordinator



Mary Spitz
Administrative
Assistant -
Pappajohn & SBDC



Joyce Martin
Marketing &
Communications
Coordinator



Anthony Riesen
Innovation
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Equity Dynamics Inc.

Ronnie Pitzen
Retired Businessman

Natalie Plagge
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Jayson Ryner
NIACC Vocal Music Instructor/
Director

Chad Schreck
North Iowa Corridor, EDC

Dr. Steven Schulz
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Ag Ventures Alliance

Ted Vosburg
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Steve Weiss
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Rick Whalen
Retired Businessman

Katie Wold
Three on the Tree

Jamie T. Zanos
Business Consultant