

Tama County

Economic Development Connections 2012



Have you noticed the amazing things
Tama County neighbors have been
doing to outsmart the national recession?

Tama County

Schedule of Development Meetings for 2012

MARCH 2012

U	M	T	W	R	F	S
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4	5	6	7	8	9	10
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OCTOBER 2012

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DECEMBER 2012

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FEBRUARY 2013

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1st Wednesday Tama County Health Care Provider Network
 2nd Monday Tama County Convention & Visitors Bureau
 2nd Tuesday Tama County Business Chrysalis
 3rd Thursday Tama County Diversity Alliance



4th Tuesday
 Annual
 Quarterly

Tama County Economic Development
 Tama County Community Foundation
 Tama County Historic Preservation
 Tama County Public Holiday

5 From the Chairman

New Ventures

- 7 Czech out this Mainstreet Makeover!
- 8 How Wendt went from employees to owner to keep a business in Traer
- 8 Community Banking partners help keep the steaks sizzling at the Uptown Lounge & Supper Club

Business Expansions

- 9 Award winning Iowa grocery chain expands into Traer
- 10 How Three Coops Became an Ally to Compete in a Regional Market
- 11 This Dysart Business Took an Expansion Opportunity Seriously

Development Financing

- 12 Traer Municipal Utilities reveals the answer that was blowing in the wind
- 13 Dysart Ag Museum & Interpretive Center shows us how dough is made
- 13 Van's Meat Locker's transparency is revealing a new organic way of financing new product lines

Real Estate Development

- 14 H&R Block breathes new life into white elephant building in Toledo
- 14 Aliant Energy gives Tama Paperboard a check for \$36K to save \$38K every year
- 15 Four-laning US Highway 30 into the heart of Tama County

Marketing & Attraction

- 16 Tama County's the "other white meat" spreads their marketing wings
- 18 Meskwaki Tribe opens the door to sharing their culture with the outside world
- 19 Dysart and Traer Chambers of Commerce both Draw in New Outside Markets

Community Development

- 21 Taking care of the heart of Tama County's smallest town
- 22 Tama County puts a priority on celebrating its diverse cultures
- 25 Clutier inspires small town action on the big screen

Workforce Development

- 26 Small Rural School District's Robotics program powers up
- 27 Community College launches green Tech certification program in Traer, Iowa
- 28 Meskwaki Inc. takes economic diversification to the next level

Strategic Partnerships

- 29 Many hands makes emergency generator work in Garwin
- 30 20 years later, Lincoln's ground breaking utilities partnership still tastes great
- 31 Rebuilding after a 1,000 year wind storm

32 Directory

35 Executive Director's Farewell note

Contents

TAMA COUNTY CONV. & VISITOR BUREAU



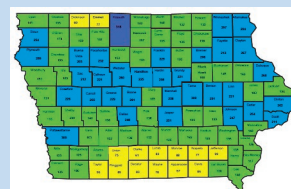
Did you know that Tourism is one of the top industries in Tama County and grew in 2011? More on page 17.

TAMA COUNTY COMMUNITY FOUNDATION



Meet 40 leaders making a \$2.3 million impact on the Tama County, Iowa economy while serving the greater good, on page 20.

TAMA COUNTY HISTORIC PRESERVATION



Is Tama County one of the most historically rich rural counties in Iowa? Read more on page 23.

LEADERSHIP

Chair
Keith Sash, Gladbrook
Vice-Chair
Dwayne Luze, Dysart
2nd Vice Chair
Jim Roan, Toledo
Past Chair
Midge Horton, Vining

Chelsea
Roger Ochs

Clutier
Gerry Kopriva
Arlene Vondracek

Dysart
Don Lyons

Elberon
Nancy Braasch
Linn Snell

Garwin
Carl Zoffka
Merle Parks

Gladbrook
Mandy Gehring

Lincoln
Annie Stocker
Roland Fink

Meskwaki Nation
Adrian Pushetonequa
Larry C. Lasley

Montour
Susan Eberhart

Toledo
Brian Sokol

Traer
Ellen Young
Nick Podhajsky

Vining
Dale Stout

County Supervisor
Larry Vest,
Kendall Jordan
Dan Wilkens

STAFF
Lindi Roelofse
Joanne Husak

JULY 11, 2011



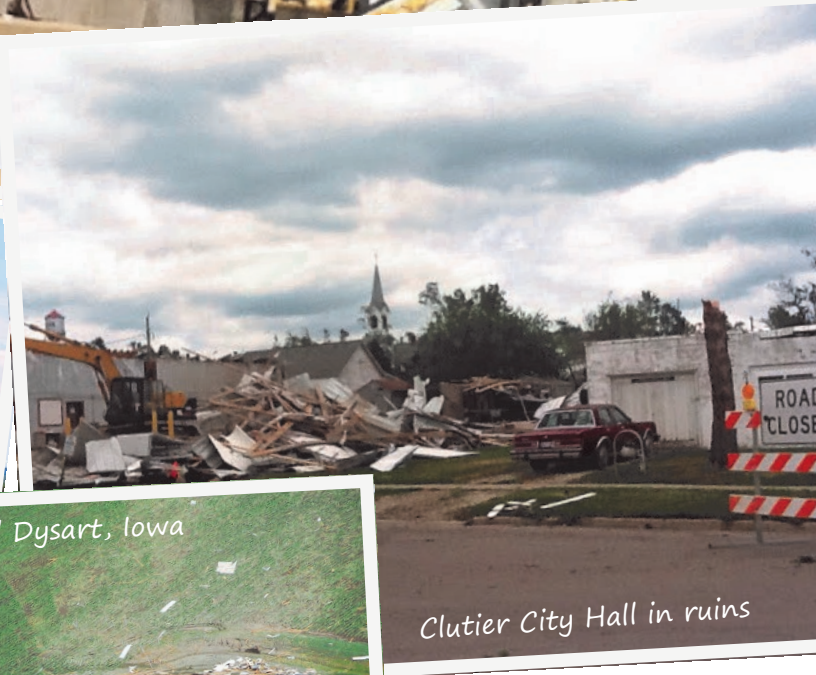
Pilgrim Heights
rural Montour Iowa



Traer Manufacturing Plant



Farm in rural Traer, Iowa



Clutier City Hall in ruins



Hog Farm in rural Dysart, Iowa



Residence. Garwin, Iowa



S&S truck wash. Toledo, Iowa

From the chairman

2011 started off with a lot of high hopes in regard to Tama County's total economic condition. We here in the heart of the Midwest have managed to miss a lot of the national and world's recession. Our unemployment is less than the national average. Housing has become more affordable, several new businesses are starting and agriculture is at an all time high in all sectors from the grain and livestock farmers to the service and input providers. Ag land is up in value over 2010 and has continued to climb to record highs through 2011. All of our communities were looking at ways to improve the quality of life that we here in the Midwest and Tama County, Iowa have become accustomed to. In general, life was good!

Then came July 11, 2011 with straight line winds in excess of 130 mph. Everyone in the county with the exception of the very northwest corner of the county was awakened by the storm. Many families sought shelter in their basements. As daylight came, everyone could see the massive amount of damage the storm had done. The first priority was to check on neighbors, family and friends. We were very fortunate that there was no loss of life or serious injury in Tama County.

"To most of Tama County, it was the worst damage they had ever seen"



After the initial shock, it was all hands on deck. City fire departments and ambulance personnel left their own personal problems to try to get to their department bases. The job ahead of them was overwhelming but these volunteers put their training and skills to work. They used what equipment they had available and made their towns as safe as possible as fast as possible. Fire personnel, law enforcement and volunteers went door to door in both town and country to make sure everyone was safe. In the next 48 hours everyone began to see just how massive the storm was. To most of Tama County residents, it was the worst damage anyone had seen.

In many of our towns, every home had damage and very few streets were passable. Many businesses had severe damage and were forced to close for a time. To a farmer what looked like a bumper crop with high yield hopes on July 10, looked like a total loss on July 11. The largest percent of Tama County farms had major building damage.

The total damage in our county was well into the 100's of millions of dollars. A lot more of the damage wouldn't be discovered until fall harvest as farmers would run over or run through storm debris with their combines. In the days and weeks to follow, we all found out why we live in Tama County. Everyone helped everyone else. What looked like an impossible job began to make progress. It was almost unbelievable to see how much progress was being made in a short time. In the county, citizens were helping each other with equipment and manpower. Fire departments were covering their neighbors when and where needed. Tractors and loaders, trucks and trailers were at a premium. Electricians, carpenters and tree cutters were in high demand. The help from our neighbors outside of Tama County was overwhelming too, with help coming up to 100 miles away. Generators were being offered to those towns without power. Power companies were everywhere, food was being brought in and donated in towns without power. Tama County Cattlemen and Pork Producers were providing meals where needed and county officials were busy seeking state and federal financial aid.

In 4 short months it is remarkable just how much our county has changed. Not like some people waiting for help from the government to get things done for them. The people of Tama County had a job to do and they got right at it and got it done. With a lot of hard work and a few tears, our cities and county have recovered nicely. We're not done yet, but it will get done. The country side looks better with a lot of grain bins and new sheds being built. As harvest is wrapping up, the crops weren't a bad as it looked in July. Most cities have rebuilt or repaired their damages, businesses and buildings. We have also had several new start up businesses in the county.

All of this leads us to see that the will power and determination of Tama County citizens make this a great place to live and raise our families in the values that make our country so great.

*Keith Sash
Chairman, Tama County Economic Development*



MEET OUR EDIES

You know about the Oscars, Emmy's, Grammy's and Tony's. Now meet: the EDIES. "E.D. ies" stand for Economic Development awards, and they are designed to celebrate and highlight one of chief ways in which intelligence presses forward in Tama County, namely innovation. Contrary to some beliefs that economic development happens only in the business sector, these awards also features undertakings by nonprofits, property owners, workforce, educational institutions and government of Tama County who implemented innovative solutions to real world problems in 2011.

The Tama County Economic Development Commission recognizes these progressive movements through its annual EDIE Awards, presented in eight fields: new business formation, business expansion, development financing, real estate development, marketing/attraction, community development, workforce & education development, and strategic partnerships. Three projects in each field is featured throughout a multi-month, multi-media campaign starting in January and building up for 8 weeks. All Tama County Economic Development partners are then invited to vote for a winner in each category which is ultimately presented at the annual Tama County Economic Summit at the end of February.

CZECH OUT THIS MAINSTREET MAKEOVER!

Tama County is very proud of entrepreneurs that grow up in our rural towns with good values, gaining practical skills and then starting up businesses all over the world. But what makes Paul Dvorak an extraordinary Tama County entrepreneur is not that he has a successful business in Dallas, Texas. It is actually the fact that in 2011 he also invested in opening a business in his hometown of Clutier. With the support of a local manager, his brother and crew of 17 people, Paul's vision transformed downtown Clutier into an even stronger celebration of Czech cuisine, hospitality and architecture.

How we did it: After assessing the condition of two vacant storefronts in Clutier, I decided to invest the resources necessary to provide a community restaurant and pub. Almost six months was spent in the restoration process, which provided totally renovated buildings featuring original historic architecture.

How we got the idea: With a continuing decline of businesses on Main Street, I felt a responsibility to give back to the community that helped raise me. I focused on providing a public place where residents of Tama County and beyond could gather and socialize while enjoying good food and refreshments.

Our greatest challenge: The renovation of the building proved to be much more costly than anticipated. The kitchen was completely rebuilt, the utility systems had to be updated and all walls, ceilings and floors were totally redone. In addition, the unknown structural damage to the façade and the summer storm damage hampered the planned opening.

How we overcame it: While unforeseen obstacles continued to hamper the planned progress, my commitment never wavered. I overcame every challenge by providing the resources that were needed. I obtained the needed contractors, purchased the proper equipment and



Steve Mundt, Manager of Czech Point in Clutier, Iowa mixes things up
Photo by Randy Aiken

hired the staff to get the restaurant & pub open, albeit later than was originally planned.

Advice to others: Investing in local businesses is a great way to give back to a community. In return the community members will show their support by frequenting the business and getting others to do the same.

What is next: The Czech Point wants to expand its business. Our hope is that the circle of patrons will get bigger and bigger. We invite citizens of the large surrounding municipalities to drive to Clutier for their dining pleasure. A future plan is to have the Czech Point food available for catering.

TAMA COUNTY BUSINESS CHYSALIS CHALLENGE. . .

Five years ago, at least 23 enterprises made public that they were starting up. With the ebbs and flow of the economy each experienced a unique set of opportunities and challenges to navigate. Some closed, some sold off, some merged. But at least seven successfully reached their coveted five year benchmark in 2011.

Can you guess the name of all seven businesses? Here are some clues?

- ★ businesses in Dysart
- ★ businesses in Gladbrook

- ★ businesses in Toledo
- ★ business in Tama

New Ventures

HOW WENDT WENT FROM EMPLOYEE TO OWNER TO KEEP A BUSINESS IN TRAER

Retiring entrepreneurs are a great threat to small town vitality. With fewer options, resources, and entrepreneurs in rural communities, we encourage business owners to at least start planning their exit strategies 10 years before their goal retirement date. In the case of Kaufman Tire & Service becoming Wendt Tire and Service they modeled one of the great buyout strategies: the employee buyout. Eugene “Butch” Wendt has been employed with the organization, so when he purchased the business in 2011 with the help of a few investors he already had an insider knowledge and business relationships in place for a healthy transition.

How did you do it? With the help and support of friends, family, Farmers Saving Bank & Trust, former owners Bob and Fran Kaufman, and each other.

How did you get the idea? When Bob Kaufman decided to retire (after 37 years), we knew we wanted to take the opportunity to purchase a great business. Having worked for Kaufman for many years, we knew the clientele was already there.

What was your greatest challenge? Then, it was working out the financial part of the sale so everyone was satisfied. Now and in the future, it will be keeping up with the changes in the automotive technology.

How did you overcome it? By listening and cooperating we worked out the financial aspects. Now, we will keep upgrading our automotive scanners, automotive equipment, and the use of technology from the internet to keep our business current.

What would be your advice to others? Go for your dreams. Then, keep up with all the changes in the automotive field, or any field that you plan to enter.

What is next: Hard work, plus great service to the customers, with the help of good, reliable employees.

Eugene “Butch” Wendt owner of Wendt Tire in Traer. Photo by Ellen Young



COMMUNITY BANKING PARTNERS HELP KEEP THE STEAKS SIZZLING AT THE UPTOWN LOUNGE

In 2011 community banks and credit unions got a lot of new national attention for something many in Tama County had known all along, there are significant benefits from working with local banks. And especially in small towns of Tama County where the financing resources are different and continually change, John Shouse worked hand in hand with a local bank (even on non-bank resources) when he explored the best way to go about buying the Uptown Lounge & Supper Club in downtown Gladbrook.



How we did it: I worked closely with the local realtor and local bank.

How we got the idea: I had worked part-time for the previous owners and always wanted to own it if the opportunity presented itself.

Our greatest challenge: Getting the financing to purchase the business.

How we overcame it: My realtor worked extremely hard for me, right down to the last day. The local bank and personal lenders helped me make the purchase.

Advice to others: Never give up, explore all avenues for financing.

What is next: I plan on remodeling the dining room and putting a new roof on the building.

John Shouse, owner of Uptown Lounge. Photo by Wayne Chamberlain

AWARD WINNING IOWA GROCERY CHAIN EXPANDS INTO TRAER

For many small towns, local retail is the man-on-the-street's measurement of economic health. So when the 2010 Iowa Grocery Industry Association Retail award winning Hometown Foods chain of locally owned grocery stores moved into Traer in 2011, it breathed new life into downtown and the surrounding businesses. This Tama County expansion is in addition to six other Hometown Foods grocery stores owned by Lyndon & Joani Johnson located in Gladbrook, Conrad, State Center, Hubbard, Baxter and Waterloo.

How we did it: I picked a career path in the grocery store business while I was attending Muscatine Community College. My mom was furious because I quit school to pursue this full time and then I told her. Dad was upset, too, but I remember mom being really mad. I wanted to do something I felt passionate about. Over time I moved up through the ranks and completed the Nash Finch Company's Sponsorship Management Program. Then, in 1996 we bought our first store in Conrad, Iowa.



*Dave Wurr, manager of Hometown Foods in Traer
Photo by Wayne Chamberlain*

How we got the idea: Four years after buying our first store, we were approached about buying the Gladbrook Family Market, and continued to buy grocery stores in the surrounding area, with the most recent acquisition being the Traer Supermarket in 2011. Now it's pretty common for us to be in conversations with multiple communities about acquiring additional stores for the chain.

Our greatest challenge: Continuing to compete in an ever-changing market. With the addition of non-traditional food outlets, and retailers extending their product mix by adding groceries, it is a constant battle to determine who our competition really is, and how we stay ahead of them.

How we overcame it: We consistently look at progressive programs (such as our Customer Loyalty program) to give us points of differentiation from these non-traditional competitors, as well as traditional grocery stores.

Advice to others: A large majority of my success can be attributed to the employees I have working with me at Hometown Foods. I emphasize the work "with" and not "for" because I believe every employee is a valuable member of the store chain, all of which are working together for the greater good of it.

What is next: We recently hired a very well known (in our industry) consultant to assist us in answering this question. We are in the process of improving our existing operations by focusing on five criteria that set us apart from our competitors. We have a plan to implement many programs to enhance our operations and take us into the future. As far as expanding into other communities, we are always looking at any opportunity that fits our business model.

WHAT'S COOKIN' IN 2012 IN

ELBERON IOWA



Mama Hoyt's Catering

Carol Hoyt, owner/cook
Home-style Baking and Cooking
Catering including weddings, anniversary and any special occasion. Baked goods by order. Call for menu. Delivery available within 10 miles.

301 1st St. Elberon, Iowa
Call (319) 439-FOOD (3663)
Mon-Thur. Daily lunch specials



Elberon Fire and Rescue Fish Fries

Fish, shrimp, baked potato, baked beans, coleslaw and roll. Carry outs available.

Elberon Community Building
106 Main St Elberon, Iowa
Oct, Nov, Jan, Feb and March.
Third Friday of the month. Serving 5-8 pm.
Call (319) 439-5345



Big R's Bar and Grill

Ron & Rynanda Franzen,
Owner/Manager
Pizza, sandwiches, appetizers. Friday and Saturday night dinner specials.

103 Main St Elberon, Iowa
Call (319) 439-5200
Mon-Fri 10- close
Saturday and Sunday 11-close



Santa's Workshop

By Bill Bergmeier
Kids come and paint a wooden toy to take home.
Santa and snacks too!

408 2nd St
Elberon, Iowa
Call (319) 439-5438
Thanksgiving-Christmas



Elberon Community Building

Hall rental for your all of your events, big or small. Large open area for up to 150 people. Full kitchen.

Elberon Community Building
106 Main St Elberon, Iowa
Call Laurie: (319) 439-5379

Expansions

HOW THREE COOPS BECAME AN ALLY TO COMPETE IN A REGIONAL MARKET

In 2011 Tama-Benton Coop, Linn Coop Oil Company, and East Central Iowa Coop came together to form a limited liability partnership to act on a market opportunity they spotted to sell seed corn and seed beans inside a trade territory covering five counties. Mel Campbell explains how this new corporation came about, which will be headquartered in Dysart, Iowa.

How we did it: The three cooperatives involved created Ally Seed LLC, a joint venture to do a better job of promoting the Croplan seed line. This was something not anyone of us would or could do.

How we got the idea: Representatives from Croplan Genetics proposed the initial plan to the three coop managers.

Our greatest challenge: Entering into an established and competitive market.

How we overcame it: By hiring a service minded employee who has firsthand experience with the products we offer.

Advice to others: Support rural America with continued investment in both the economy and people.

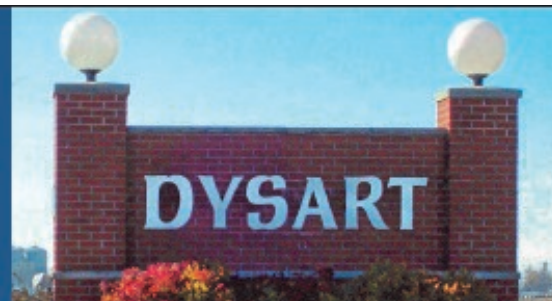
What is next: As the business grows, our plans are to add other services that support it. Things like seed treating and crop scouting are being explored as possibilities.



Justin Clark, manager at Ally Seed
Photo by Randy Aiken

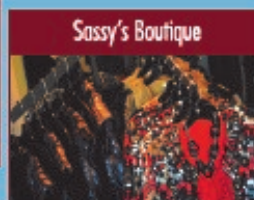
DISCOVER DYSART • IOWA •

Unique Shops!
Great Eateries!
Local Artists!
Friendly Folks!



DYSART BUSINESS BUILDERS

Be Inspired-Home Décor
Blacksmith Garden Boutique
Bricklynn Café
Copper Beech Art Gallery
Custom Creations by Sheri
Fiber Hearts-Alpaca Products
fAncy FuDJe aNd More
Hospitality & Tour (H.A.T.) Team
Imagine This & Special Tea Room
McJulie Studios
Sassy's Boutique
Thirsty Bulldog Bar & Grill
You "Art" my Sunshine Studio



2012 EVENTS CALENDAR

Chocolate Walk
Saturday, March 24
Omelet Breakfast
Sunday, June 10
July 4th Celebration
Wednesday, July 4
Soiree in the City
Saturday, July 21
Old Iron Days
Fri. & Sat., July 27 & 28
Fall Wine Festival
Saturday, October 6
Holiday Market
Saturday, November 10
Christmas on Main
Saturday, December 1
Wolf Creek Players Productions
Contact Jim: 319-476-3280
Farmers Market
Tuesday, 4-6
May – October

Sponsored by the Dysart Development Corporation, Dysart Business Builders, & the H.A.T. Team
www.dysartiowa.com/tours Ph. 319-476-4949 Facebook: Dysart, Iowa

THIS DYSART BUSINESS TOOK AN EXPANSION OPPORTUNITY SERIOUSLY

Sometimes it's good enough to be a strong company with a great credit rating in an industry with a bright long term outlook. But it is the mark of a remarkable company to leverage your success to use some of your core strengths to add even more value. That is exactly what Barton & Dawn Jensen did when they expanded their trucking company and diversified into waste management with a local government contract in the city of Dysart.

How we did it: The mission of Serious Sanitation is to maintain and provide dependable sanitary services to the community of Dysart with a personal connection.

How we got the idea: The opportunity arose to take over the sanitation duties when Dysart announced they would be terminating the garbage services. We liked the idea of taking on new responsibilities beyond our trucking business and keeping the service local.

Our greatest challenge: Our greatest challenge so far has been the initial bid proposal; estimating the start up and operating costs. This business has additional insurance which can be expensive as well as other overhead costs to consider. Also, learning the route was a challenge at first. It was important to us to maintain the regular route, and the former city employees were a great help in helping use achieve this goal.

How we overcame it: We consulted with our banker, insurance carrier, and others with expertise in the business to prepare a viable business plan and bid proposal to the city. We adapted our business plan to meet the needs of our community as well as to sustain the operation.

Advice to others: Don't be afraid to try something new. We had never anticipated that we would be owners of a garbage service when the opportunity arose. We knew we had the skills to run a successful business but lacked



*Barton Jensen, owner of Serious Sanitation with his team
Photo by Randy Aiken*

some knowledge. Use every resource available to you to gather information. We started with Tama County Economic Development and relied on friends and other contacts in the business community to develop a plan and critique our ideas. Regardless of the outcome of the bid proposal to the City of Dysart, we gained a lot of valuable information and experience in our efforts to obtain this business.

What is next: We are looking to expand into a rural route as well as in other communities. We already have started providing service to some rural customers. We feel one benefit to our rural customers is the availability of dumpster rentals. We would also like to look into education and expansion of the curb side recycling program.

Tama County Champion Challenge 2012!

1) C 2) B 3) D 4) A 5) C 6) B 7) D 8) C 9) C 10) E

Don't cheat! First try to answer the challenge questions yourself on the back of this magazine. Also check www.tamacountyiowa.org/champion2012 to see what your answers reveal about you!

Financing

TRAER MUNICIPAL UTILITIES REVEALS THE ANSWER THAT WAS BLOWING IN THE WIND

The dozens of meteorological wind towers erected all over Tama County, Iowa to measure wind speeds, should have tipped you off by now that we have above average wind speeds and transmission lines compared to the rest of the U.S. But it was even before these appeared that Traer Municipal Utilities started investigating the possibilities of locally produced energy from wind. The ultimate goal was to proactively diversify their energy portfolio for reliability and hedging future energy costs. And in 2011 they erected the first commercially operated wind turbine in Tama County. The project was financed by the wind turbine developer with the \$3 million future energy payments spread out over six years, and is now on track to produce 5 million kWh's of energy annually, offsetting roughly 30% of Traer's annual energy requirements. We chatted with Pat Stief, Executive Director of Traer Municipal Utilities, about being a first mover in new technology in Tama County.

How we did it: A consultant that does a significant amount of work with wind energy was contacted and asked to provide information regarding the wind speeds and frequencies in our part of the world. We determined there were sufficient wind resources to support the feasibility of a local turbine and began investigating methods to make it happen.

How we got the idea: In late 2006 after our wholesale energy prices spiked we determined that alternative energy sources needed to be investigated to help us control future energy costs. During the same time period there was talk of Iowa legislators considering a renewable energy portfolio for all Iowa utilities. It was obvious that ownership of a wind resource could address both issues.

Our greatest challenge: The biggest challenge we faced was financing such a large undertaking. The financial feasibility and effect on rates, if we went into the project alone, would have been negative. Because Traer Municipal Utilities doesn't qualify for incentives and tax credits that allow ownership of this type of project make sense, we knew we were going to have to partner with the private sector to accomplish our goals.

How we overcame it: We first considered attempting to form a group of investors locally that would have an interest in financing the project and gaining advantage of the

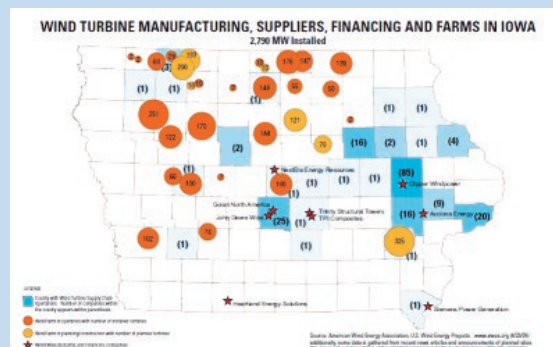


Pat Stief, Executive Director of Traer Municipal Utilities
Photo by Ellen Young

incentives and credits. While we were working on developing this type of ownership plan we learned of a group, Norsemen Wind Energy L.L.C., that was already established and actively participating in these types of projects. We met with Norsemen and shared our ideas of municipal ownership. After several discussions we settled on an arrangement where Norsemen would construct and take ownership of the project for the first six years at which point ownership would be transferred to Traer Municipal Utilities. Initial ownership of the turbine allowed them to utilize available incentives, tax credits and other business deductions. Traer Municipal Utilities also realized a financial gain in that we were able to obtain ownership of the turbine at a price of about 1/3 of the installed cost. This is a true WIN – WIN situation for both parties.

Advice to others: Keep your eyes, ears and especially your mind open to discovering unique opportunities. As has been said in many ways; think outside the box or envelope or whatever other cliché you might care to apply.

What is next: TMU has partnered with FCTC of Dysart to obtain bandwidth for our internet system. This arrangement has allowed us to greatly increase our broadband capabilities and will immensely exceed our previous capabilities. Due to this increased capacity we will be able to offer our customers greater bandwidth. Shortly after the first of the year we will be announcing a new line up of available internet packages with increased speed and very competitive pricing.



DYSART AG MUSEUM & INTERPRETIVE CENTER SHOWS HOW DOUGH IS MADE

When the Dysart Historical Society set out to raise \$125,000+ in just a few months they did not just knock on one door. They pieced it together from 7+ foundations and organizations each contributing a couple thousand dollars in addition to donations from local businesses, nonprofits and individuals. But just as important was the in-kind labor valued over \$15,000. The Dysart Historical Ag Museum & Interpretive Center is one of the five projects that help define Tama County as an Iowa Great Place which also helped other organizations raise hundreds of thousands of dollars. Cathy Wieck explains.



How we did it: The Dysart Historical Society completed the third phase of the Historical Center with the addition of an Agricultural Museum and Interpretive Center in 2011. It complements the 118 year old historical museum and the Tama County rural school on the site at 612 Crisman Street. It enhances the Society's mission which is: "to insure the preservation and appreciation of the community's historical, agricultural, and educational heritage and culture, thereby providing a solid foundation for the future."

How we got the idea: The Dysart Historical Society had received many agriculturally related artifacts over the years and had run out of space to display them. We really needed another building. When the opportunity arose to apply for Iowa Great Places status and funding, we seized the opportunity and became part of the Tama County effort.

How we got the idea: The greatest challenge was obtaining enough funding for the agricultural museum building project.

How we overcame it: We applied for grants, sent out letters to our members and other community members, and had fund raisers. We have had a number of grants, generous support from our City and community organizations, contributions from some businesses, both local and farm residents and from friends near and far.

Advice to others: Dare to dream big with a shared vision. Be sure committees are active, positive, enthusiastic, and ambitious. Be certain to have a person on the committee with practical financial knowledge and experience. Brainstorm and welcome all new ideas for consideration.

What is next: The Historical Society has a small amount of debt which we need to take care of, our first financial goal. Next, we want to expand and improve our museum displays and develop interesting programs for members of our community as well as for the visitors, all of whom are coming to the Historical Center in increasing numbers.

VAN'S MEAT LOCKER'S TRANSPARENCY IS REVEALING A NEW ORGANIC WAY OF FINANCING NEW PRODUCT LINES

When the 2011 Cedar Valley Dream Big Grow here business plan competition presented itself to win \$5,000 Amy and Travis Fisher grabbed the opportunity with both hands. Using an internet voting system they shared their vision to invest in equipment that would allow them to be Iowa's first/only certified organic meat locker. And though they did not win the cash this transparency in communicating their vision did win them a low interest loan, increased awareness and partnerships to move them closer towards actualizing their vision.

How we did it: We found a great interest in the community and surrounding area for an organic certified meat locker was our greatest success and surprises from trying for the Dream In Iowa Grant.

How we got the idea: We were approached by an area farmer if we would be interested in becoming organic certified with the State of Iowa. They had started raising organic beef and wanted to be able to sell their processed meat as certified organic. With their help we learned that as of press there is not a state certified meat locker in Iowa. After trying for the Dream Big Grow Here grant we learned that there is a growing interest in the community for organic meat. This would bring a new cliental to the City of Dysart for the other area businesses.

Our greatest challenge: The state requirements to update and add new equipment to our building.

How we overcame it: We are still working on securing financing for the necessary updates.

Advice to others: To look at every challenge as an opportunity to find a new avenue to achieve your end goal.

What's next: Van's Meat Locker is having a special open house on Tue. March 13, 2012, 7 p.m. This is a part of the Tama County Business Chrysalis behind-the-scenes series that happens every three months so businesses in Tama County can learn from and support each other. Everyone is welcome.



H&R BLOCK BREATHES LIFE INTO WHITE ELEPHANT IN TOLEDO

The old Pizza Hut building in Toledo was a white elephant. It stood empty for six years before Elaine and Mark Linser recognized a new vision for it. In 2010 H&R Block experienced a 42.8% increase in new clients so they bought the building for a fraction of its listed price and transformed the building into a series of modern offices, a comfortable reception area, a training space and lots of parking. In 2012 they plan on employing 12 tax professionals as well as a receptionist.



How we did it: Due to the loyalty of our clients, H&R Block in Tama had outgrown its current office. We realized that the physical office & technology needed to be brought up to date so that we could offer our clients the most up to date tax experience in the industry. With a dream and lots of sweat equity, good friends, and awesome local vendors, we were able to transform a building that had been vacant for a very long time into a facility that holds 7 offices, a training room, large restroom, large waiting area, and my favorite . . . our large parking lot!

How we got the idea: When reviewing the purchase of the H&R block business in 2010 (business statistics and growth) there was no doubt the business had outgrown its current office and for us to reach out to the community and fulfill local business needs with payroll, bookkeeping and tax services, we needed a Business Services Department and a professional office in which to serve our clients. The decision to find an empty building and design/build out to suit the H&R Block business needs was made prior to the purchase of the business in November 2010.

Our greatest challenge: Time – Budget – Design were our greatest challenges. Taking this empty sad building and transforming it into a facility that would customize itself to our industry and clients. Time is something Mark and I worked on together, not an easy task keeping contractors and ourselves on the same project in order to be productive and in a timely fashion. Budget – what is that? Design – Mark is an awesome designer and was able to incorporate everything on my wish list, make it happen, and affordable.

How we overcame it: Faith and Determination. More sweat equity than we thought we were capable of. Most of all we were blessed to have friends, acquaintances, and local vendors that did not hesitate to just get in and get the job done. We owe many thanks to Thomas & Company, Tama Spahn & Rose, Araiza Dry Walling, Tama Handyman, B&H Supply and our awesome staff.

Advice to others: Dream, plan, execute. Don't forget to listen to those who have gone before you.

What is next: Plans for the future – YES! We would like to partner with local agencies and offer Small Business Seminars for business owners and/or new start ups, all business owners need to know what their legal responsibilities are in recordkeeping for their books, taxes and payroll. We want to make this informative and simple for local businesses. We also have a dream to reach out in the community and start with Junior High students, teaching them the basic fundamentals of saving money, investing money, and teaching them what personal income taxes are.

Photographed: Elaine Linser, Wendell Graham Sr, Vicky Podhajsky

ALLIANT ENERGY GIVES TAMA PAPER BOARD \$35.5K TO SAVE \$38K



John Richter, General Manager at Tama Paperboard, with David Vollmar, Alliant Energy, Robert Malfese.

Driving the transition to a lower-carbon green or blue economy is not just for bleeding hearts. It's a strategic long-term investment that involves learning about new technology evolutions to invest an extra dollar today to ultimately benefit from lower costs and sustainability in the long term. And that is exactly what Tama Paperboard did when they partnered with Alliant Energy to reduce their annual energy consumption by 542,700 KWH. During 2011 they invested a little less than \$90K and should make the money back little more than a year after a \$36K Alliant rebate and \$38K in \$36K Alliant rebate and \$38K in saved energy cost. We chatted with John Richter manager of Tama Paperboard and David Vollmar, Alliant Energy's Key Account Manager in Tama County to explain.

FOUR-LANING US HIGHWAY 30 INTO THE HEART OF TAMA COUNTY, IOWA

US Highway 30 is the second most traveled east-west corridor in the state, yet a significant amount of it is 2-lane making it dangerous and inefficient. Every year we hear about the fatalities and prematurely deteriorating pavement getting beat up by 2.7+ million

cars, trucks and farm equipment in Tama-Toledo. And the numbers kept increasing. Then between 2008 and 2011 the portion through Tama-Toledo connecting to Meskwaki was improved and four-laned. We chatted with Edith Pfeffer (President of the Iowa Highway 30 Coalition) and Pam Wood (Past Mayor of Toledo) about how the improvements materialized.

How we did it: Completion of the Tama-Toledo By-Pass was the next step in completing the four-lane U.S. 30 across Iowa to the East. Congressman Boswell was the key to accomplishing the project.

How we got the idea: The gap needed to be filled as the Iowa DOT work to four-lane US 30 across Iowa.

Our greatest challenge: Elected officials (local officials) who first needed to support the project and then second needed to work together to accomplish the project. They also needed to understand how this fit into the bigger picture of being a critical and central hub in a much bigger transportation network that was underdeveloped from its economic potential.

How we overcame it: Many meetings discussing the pro's and con's of the issues. Willingness to listen and respect all involved with coming up with the best possible solutions.



*Photo: (left to right) Travis Mullen (City of Toledo Councilman), Nancy Burk (City of Toledo Attorney), Pam Wood (2011 Mayor of Toledo), Lance Horbach (State Representative), (Senator Chuck Grassley Liaison), Edith Pfeffer (President of Iowa Hwy 30 Coalition)
Photo by Lindi Roelofse*

Advice to others: Be sure to involve all citizens in the community in the project. Make citizens aware in advance of changes they need to make to promote the community after the project is completed.

What is next: Completion of the project from US 218 to East of Tama. This will complete the road from Ogden to Cedar Rapids a distance of 125 miles of four-lane.

How we did it: Through the cooperation of Alliant Energy we were able to find energy savings of 542,700 KWH by doing a lighting retrofit of our manufacturing plant.

How we got the idea: We started by having Alliant Energy do a Level II Energy Audit of our facility. This audit is free of charge and allowed us to find energy savings within our plant. We then discovered that lighting was our strongest option and then brought in Energyefficient Lighting

Systems who did a full facility audit for lighting.

Our greatest challenge: Working with Alliant Energy and their rebate programs, we had to convince the corporate office that this was a solid plan and one in which we would be saving money and it had the quick pay back that corporate was looking for.

How we overcame it: It was a collaborative effort by Tama Paperboard, Energyefficient Lighting and Alliant Energy that we were able to show the savings and quick

payback that this project improved our working conditions and was a huge energy savings.

Advice to others: The Level II Energy Audit that Alliant Energy offers is a wonderful tool, which we used to study our energy usage and how we could make cuts and improvements which saved our bottom line.

What is next: This project was such a success we are studying our outside lighting and how we can find savings in this area.

Marketing

TAMA COUNTY'S "THE OTHER WHITE MEAT" SPREADS THEIR MARKETING WINGS

It's not really a party until the Tama County Pork Producers roll in with their pimped out trailer and crew of about 25 to grill for thousands of people. And if you have not seen them, it's probably because you are not getting out enough. Apart from smaller hometown festivals they also appear at some big ticket events in Iowa including the World Pork Expo, Iowa Speedway, Iowa State Fair, Meskwaki Concerts, and Hawkeye athletic events to name a few. But they are also making a name at events outside the State of Iowa to battle chicken producers (a.k.a. the other white meat). In 2011 you could also find them in Florida at the Gator Bowl, at the Florida State Fair or on TV during the 175 NASCAR K&N Pro Series West Challenge. In January 2011 the Tama County Pork Producers were also awarded the 2010 Best County Educational Program Award for outstanding dedication to promotion of Pork 2011 Pork Congress.

How we did it: Our mission was to promote and sell more pork at In State and Out of State promotions by giving away samples of pork to potential customers. We have provided pork samples in Boston, Denver, New Orleans, Newton Speedway, Florida-Georgia football game, National Pork Expo and Fareway 4th of July promotions and other major events held throughout the state of Iowa. We also take charge of the Pork Tent for six hours on the first day of the Iowa State Fair.

How got the idea: We heard from people all over the country who didn't know about pork burgers, chops and other pork cuts and they didn't know how to get them.

Our greatest challenge: This was getting our foot in the door at grocery stores.



Photo by Dennis Gienger

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How we overcame it: We contacted grocery chains, event sponsors, Newton Speedway and offered to come and grill free pork samples and give out literature on pork.

Advice to others: Don't be afraid to go beyond the normal process and make new contacts to make your goal work.

What is next: The Tama County Pork Producers will be getting more involved in promotions at the Newton Speedway and other state promotions to show our product to all potential customers in the United States.



Tama County Pork Producers (standing) Brent Beichley, Jason Gienger, Dean McKenna, Keith Sash, Craig Kajer, Dennis Hosek, Bill Jesina, Dennis Gienger (seated) Monica McKenna, Doris Gienger, Phillip McKenna, David Brezina, Jo Anne Sash, Sheryl Jesina.

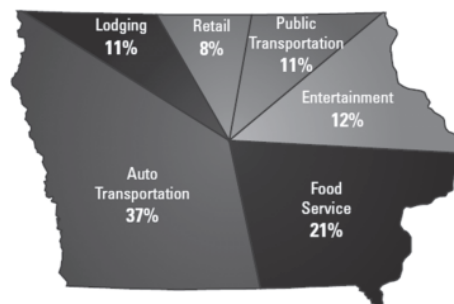
Photo credit to Wayne's Photography

Special Report on Tourism & Hospitality

It is not just *entertainment and recreation* businesses and organizations that benefit from travel. Typically these only account for about 12% of those who benefit. A significantly larger (and too often overlooked) group of stakeholders that benefit includes: *transportation, food service, lodging and retail*.

And these days you can also add *agriculture*.

Which sectors makes more money when Travel increases?

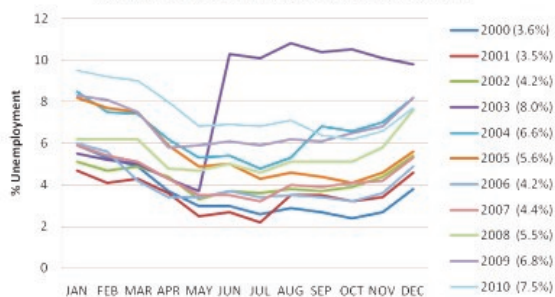


Tourism and Hospitality is indeed one of Tama County's top industries:

Did you know:

- Tama County has 300+ businesses & organizations that can benefit directly from increase in tourism spending in Tama County
- The travel and hospitality industry is the top employer in Tama County.
- 50% of all tourism expenses in the state of Iowa happen within a one hour driving radius of Tama County
- Domestic travelers increased spending 8.5% from 2009 to \$6.6 billion in Iowa in 2010. This is a 5 year record high.
- When the Meskwaki Bingo Casino Hotel closed down for 8 months in 2004 the impact on our economy was bigger than the most recent recession.

Tama County Unemployment Cycles



If you would like to join the Tama County Convention and Visitor's Bureau in championing and growing the market potential for higher impact, please join us. Meetings are the second Monday of every month, 9 a.m. at rotating tourism attractions throughout Tama County. Also remember to let us know about your community calendar updates and make sure everything is correct at: www.tamacountyiowa.org/calendar

Get in touch with
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Marketing

MESKWAKI TRIBE OPENS THE DOOR TO SHARING THEIR CULTURE WITH THE OUTSIDE WORLD



Stephanie Snow and Johnathan Buffalo at the Meskwaki Museum
Photo by Midge Horton

For decades the Sac and Fox Tribe of the Mississippi in Iowa (Meskwaki) have kept their culture private. You could catch glimpses at the annual Pow Wow festival or a few panels on display in the lobby at the Meskwaki Bingo Casino Hotel. But in 2011 the Meskwaki Museum formally opened at the Tribal Headquarters campus under the direction of historian Johnathan Buffalo and invited non-tribal members to learn more about the Meskwaki culture. It features artifacts, utensils, photographs, documents, art, bead work, and other items passed down from the Tribe through the years as well as objects donated from Tribal members and non-Indians. The Meskwaki museum is a part of the group of projects that earned Tama County an Iowa Great Places designation.

HOW WE DID IT: The mission of the museum is to educate the general public for a better understanding of the history and culture of the Meskwaki Tribe and to preserve cultural resources for the tribal community itself. In less than a year the cultural center has

established a location and basic museum design of display in order to provide access to those resources.

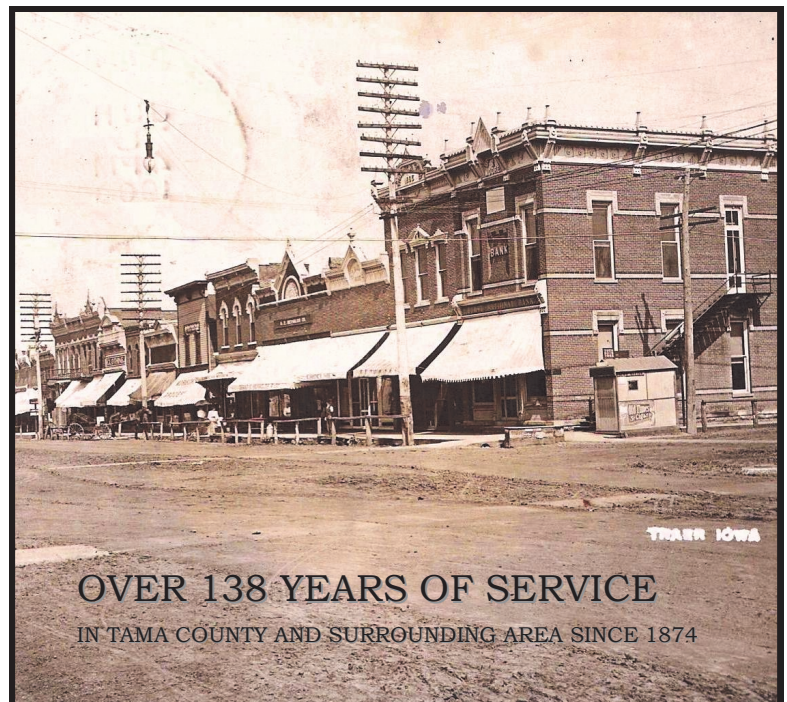
HOW WE GOT THE IDEA: Since the 1940's the tribe has expressed a desire and need for a space to keep, care for, and share cultural resources. At last, after 70+ years that is becoming a reality.

OUR GREATEST CHALLENGE: The greatest challenge has been to find a suitable building that would be available and appropriate right here on the Meskwaki Settlement.

HOW WE OVERCAME IT: With much patience and faith in making a museum a reality, a building became available. Alternative museum exhibit space were previously utilized but now everything can be found under one roof, excluding the exhibit at the casino hotel area.

ADVICE TO OTHERS: Do not give up on a dream or working toward goals. With patience, dedication, and persistence they can be realized.

WHAT IS NEXT: We are going to be working on professional design, exhibitions, and events into the coming year and beyond. Expansion of a small library and our museum collections is always happening and the museum and the public who visit benefit from generous donations of books, artifacts and monetary donations given by individuals.



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DYSART & TRAER CHAMBERS BOTH DRAW IN NEW OUTSIDE MARKETS

This is the first time that two groups that should theoretically be competing against each other were nominated together because both are deploying very proactive marketing strategies to communicate the assets of Tama County outside the county with the goal of growing the economy by bringing dollars into our communities. Traer's marketing portfolio includes programs like Traer Temptation Tuesdays and a KWWL-TV ad campaign. Dysart's marketing portfolio includes programs like promotional booths at Home Shows in metro markets, sponsoring regional nonprofit functions as well as TV marketing campaigns.

HOW THE DYSART BUSINESS BUILDERS DID IT:

Dysart businesses work together to market their businesses and services to a regional section of Iowa.

HOW WE GOT THE IDEA: With the support of the Dysart Development Corporation the Dysart Business Builders were able to bring local business people together. As businesses developed and grew there was both a need and desire for the customer base to expand. A goal was established by the Business Builders to attract customers to our businesses and services who lived outside of Dysart.

OUR GREATEST CHALLENGE: Working together to develop ideas and then follow through to promote a regional recognition that Dysart businesses and services existed.

HOW WE OVERCAME IT: The Dysart Business Builders communicate with each other. They share ideas, listen and make a commitment through their actions to work together. We did not do everything at the same time. Our strategy has grown. Success certainly helps and it began with the annual Iowa Wine and Beer Tasting Fall Festival. The Soiree in the City came next and then the Chocolate Walk two years ago. Each of these events brings people from a wide area of Iowa to Dysart and they are hosted in the local business buildings. This gives hundreds of people for each event the opportunity to see what Dysart businesses and services have to offer. The Dysart Business Builders work with the Dysart Development Corporation and the H.A.T. Team at local and regional promotional booths. Television advertising through KCRG and KWWL is now part of the marketing strategy. Web sites, newspapers and the Tama County Economic Development Commission play important roles in marketing businesses and services in Dysart to a large region of Iowa.

ADVICE TO OTHERS: Communication is the key along with a commitment to follow through.

WHAT IS NEXT: Expanded marketing plans are in the development stage.



HOW THE TRAER CHAMBER OF COMMERCE DID IT:

Traer Chamber of Commerce formed a new Marketing Team for businesses and the community, and explored new ideas for promoting ourselves. We were willing to try some new creative ideas, added to some established and popular promotions.

HOW WE GOT THE IDEA: Our Chamber has always been an active group, but we realized the need for more promotional ideas for the business community. We got a group together and started brainstorming ideas.

OUR GREATEST CHALLENGE: It's a challenge to find time to work together on developing promotions, then following through on the work involved in those promotions, and communicating with each business.

HOW WE OVERCAME IT: We do try to communicate better with each other, using email for most contacts. We are communicating with customers throughout northeast Iowa by promoting ourselves on television commercials, and also by using social media outlets to promote ourselves. We are hosting several new promotional ideas, including being open some evenings, which we had not previously done, and trying some other new ideas.

ADVICE TO OTHERS: Together you are stronger! Communicate! Share ideas, share concerns, share advertising dollars.

WHAT IS NEXT: Several new ideas have been generated for 2012, and established promotions are being revisited for improvements.

MEET 40 LEADERS MAKING A \$2.3M DIRECT ECONOMIC IMPACT WHILE SERVING THE GREATER GOOD IN 2011



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July 7, 2011 leaders of 40 community organizations/projects across Tama County came together to receive a \$90,000 portion of the funds necessary to make a direct economic impact of \$2.3 million.

- Chelsea Community Club, Chelsea:**
Replace windows, insulate and steel siding of Community Club building.
Total Project Cost: \$35,233
- North Tama County Elementary School, County:**
Technology empowering 21st century learning.
Total Project Cost: \$19,200
- Tama County Conservation Board, County:**
Tama County Nature Center main exhibit room construction.
Total Project Cost: \$450,000
- Wieting Theatre & Opera House, Toledo:**
Lighting, sound & live theatre components & HVAC design plans.
Total Project Cost: \$1,209,443
- Tama County Humane Society, County:**
Two heating & cooling systems for animal shelter.
Total Project Cost: \$14,395
- City of Clutier, Clutier:**
Upgrade bunker gear for volunteer firemen.
Total Project Cost: \$14,180
- Pilgrim Heights Camp & Retreat Center, Montour:**
Four Seasons Conference Room project.
Total Project Cost: \$31,475
- City of Tama Ambulance Service, Tama:**
Styker Power Pro ambulance cot.
Total Project Cost: \$12,936
- Garwin 4th of July Committee, Garwin:**
Enclosure & stage for dances, bands, and other outside events.
Total Project Cost: \$45,000
- Region 6 Housing Trust Fund, County:**
Tama County Housing Trust Fund.
Total Project Cost: \$61,334
- Mental Health Clinic of Tama County, County:**
Installation of security lights in parking lot.
Total Project Cost: \$8,986
- Gladbrook Fitness & Wellness Center, Gladbrook:**
Swimming pool heating system.
Total Project Cost: \$25,500
- Kids Corner Child Care Center, Toledo:**
New software & computers.
Total Project Cost: \$7,500
- Garwin Community Revitalization Committee,**
Electronic message board.
Total Project Cost: \$13,485
- Dysart Historical Society, Dysart:**
Plumbing & electrical equipment and installation
Total Project Cost: \$103,000
- Crayon Corner Learning Center, Gladbrook:**
Baby cribs, swings, and computer tables.
Total Project Cost: \$8,520
- Tama County Historical Society, County:**
New microfilm reader/printer.
Total Project Cost: \$11,925
- Dysart Development Corporation, Dysart:**
Expanding website and brochures.
Total Project Cost: \$12,000
- Iowa Juvenile Home Foundation, State:**
True Colors Activity Program.
Total Project Cost: \$7,570
- Toledo Public Library Foundation, Toledo:**
Young adult reference materials.
Total Project Cost: \$3,000
- Genesis Development (Pheasant Ridge), County:**
Electronic documentation upgrade to ensure government funding.
Total Project Cost: \$9,374
- Union Middle School, Dysart:**
Technology. Total Project Cost: \$2,501
- Tama County Economic Development, County:**
Investment in technology and communications.
Total Project Cost: \$17,620
- Northeast Iowa Food Bank, County:**
Elderly nutrition program.
Total Project Cost: \$133,020
- Clutier Public Library, Clutier:**
Two new computers.
Total Project Cost: \$2,000
- City of Vining, Vining:**
Making City Hall handicap accessible.
Total Project Cost: \$3,730
- Traer Salt & Pepper Shaker Gallery, Traer:**
Shaker gallery display case, doors & shelving.
Total Project Cost: \$1,644
- South Tama County High School – Building a Community of Readers, County:**
Materials & stipend to conduct book club.
Total Project Cost: \$1,470
- South Tama County Middle School – 6th Grade Literacy Class, County:**
ELMO document camera for use in 6th grade literacy class.
Total Project Cost: \$1,469
- 20th Century Dept. of Dysart Women's Club, Dysart:**
Shades for Dysart Community Building.
Total Project Cost: \$1,985
- Tama County Convention & Visitors Bureau, County:**
Helping visitors connect wirelessly.
Total Project Cost: \$2,620
- Tama County Council on Aging, County:**
Delivery of services to seniors.
Total Project Cost: \$5,800
- Traer Winding Stairs Festival, Traer:**
Six new E-Z Up canopies for festival and community use.
Total Project Cost: \$1,400
- Pied Piper Preschool & Daycare, Traer:**
Refrigerator & freezer for basement storage of food.
Total Project Cost: \$1,113
- Tama Public Library, Tama:**
Document camera & projector with accessories.
Total Project Cost: \$1,646
- Union Middle School, Dysart:**
Family & Consumer Science – sewing machines.
Total Project Cost: \$957
- Tama-Toledo Branch of AAUW, Tama-Toledo:**
Latinas al Exito Program.
Total Project Cost: \$860
- Union Middle School, Dysart:**
Family & Consumer Science – electric ranges.
Total Project Cost: \$750
- Elberon Public Library, Elberon:**
FY12 Iowa Award books.
Total Project Cost: \$717
- Tama County Historic Preservation, County:**
Publication of annual report.
Total Project Cost: \$800

TAKING CARE OF THE HEART OF TAMA COUNTY'S SMALLEST TOWN



2011 Mayor Dale Stout of Vining.
Photo by Midge Horton

The smallest community in Tama County calls itself a family. Often to follow that up with a poverty joke on how the city's income to manage city affairs is below that of the average American household. But it is a community with heart and a sense of humor. In 2011 they had a special heart transplant when their Heart of the Bohemian Alps roadside sign needed to be replanted. And when the modest city hall needed a new roof and shelving to protect the 130 years of public records, it was Mayor Dale Stout, Council Member George Bazal, and resident Fred Vore who donated labor in conjunction with a small \$1,730 grant from Tama County Community Foundation to get the job done.

How we did it: With a grant from the Tama County Community Foundation we were able to secure funds for material.

How we got the idea: City hall was in need of repair on the exterior. We thought we should also do the interior as city hall is used for various meetings. Also in renovation it was made handicap accessible.

Our greatest challenge: Finding labor to do the work.

How we overcame it: Once we started we just kept at it with the help of a few friends and neighbors.

Advice to others: With persistence and hard work you can overcome most obstacles. Small communities with limited funds can appreciate organizations like community foundations to complete projects such as these.

What is next: Hopefully we can make some improvements in the park.



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Community Development

TAMA COUNTY MAKES CELEBRATING DIVERSE CULTURES AND FRESH POINTS OF VIEW A PRIORITY

Tama County is one of the most culturally diverse communities in the State of Iowa. 2010 Census data suggests that this diversity is getting even stronger. One of the challenges and opportunities a community like this faces is different cultures learning and respecting differences while celebrating and welcoming others on the common ground in which a diversity of approaches can benefit the greater community. In 2011 a diverse group from various walks of life started the dialogue and put five projects on the table through which new relationships and networks can be built.

HOW WE DID IT: Over the past few months a splendidly diverse group of leaders from all over Tama County has been coming together to form the Tama County Diversity Alliance to learn and celebrate the differences of uniqueness, and to build on Tama County's diversity as a community asset.

HOW WE GOT THE IDEA: The thought of a diversity festival occurred to me while reading about a similar event in Oklahoma and I began to think how diverse Tama County has become and I quickly called the Economic Development Director, Lindi Roelofse, and ran the diversity festival idea past her and asked if something like this has ever happened in the history of Tama County and what Tama County has done to recognize diversity growth or if Tama County even realizes how diverse Tama County is. It has been shown that the Tama County Economic Development Commission is an asset for networking. My tribal operations team was able to meet a wide diverse number of individuals like: Tracy Brady, Becca Chyma, Ryan Currens, Micki Ferris, Ann Graham, Victoria Hamilton, Midge Horton, Jamie Huntley, Alan Kline, Joyce Legg, Dwayne Luze, Yvonne Mallory, Kristi Martin, Kristina Martinez, Sandy McAntire, Kerri Nelson, Erica Podhajsky, Donna Sampson, Mario Sanchez, Ivy Sievers, Ruth Sjostrom, Jim Tekippe, Manuel Villagrana, Julie Vokoun, and Tony Wilson.



*Pictured: front row: Daniel Youngbear; back row, left to right: Hans Moeller, Shirley Kubik, Ana Huerta, Evan Wilson
Photo by Lindi Roelofse*

OUR GREATEST CHALLENGE: The greatest challenge is identifying a time that works best for everyone. Everyone has work commitments to timing is very valuable.

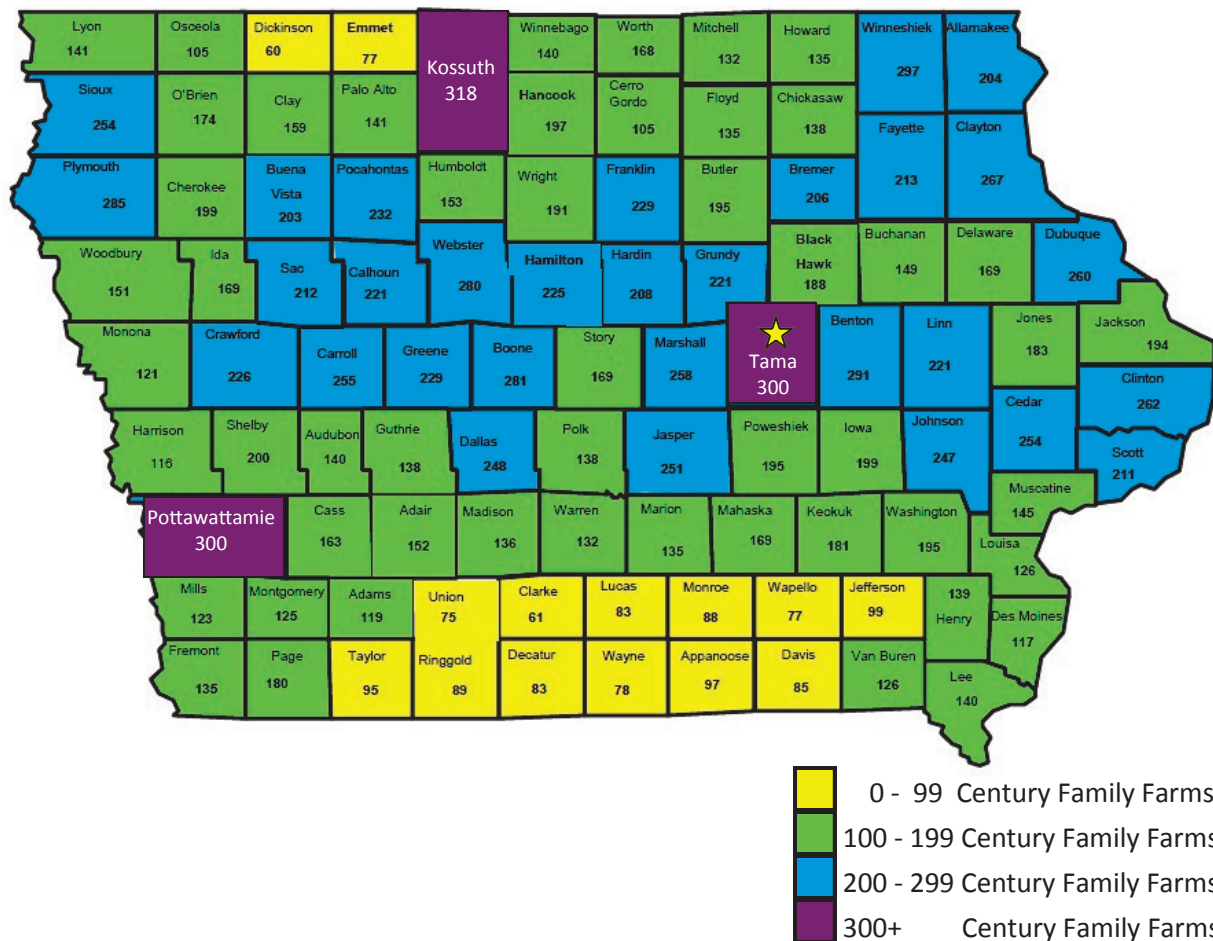
HOW WE OVERCAME IT: The meeting occurs in the afternoons and sometimes in the early evening to ensure everyone can meet one time or another.

ADVICE TO OTHERS: The best advice I can give is to be flexible, secure the necessary tools, plan, and build a knowledgeable team ready to act.

WHAT IS NEXT: Mark your calendars for the educational day celebrating diversity on May 4 and the Diversity Festival with fun and games and music and foods on May 5. More info coming soon. Check out www.tamacountyiowa.org/diversity

IS TAMA COUNTY ONE OF THE MOST HISTORICALLY RICH RURAL COUNTIES IN IOWA?

FAMILY FARMS STILL A STRONG TRADITION IN 2011



Upon news that Tama County was designated as an Iowa Great Place a Meskwaki Tribal Councilman commented: “We knew this was a great place a long time ago, that is why we bought our first 80 acres in 1857.” The early Tama County Czech and German settlers had a very similar opinion as 300 Tama County families have kept their family farms in the family for 100 years or more (a record only surpassed by one county with the most square miles in Iowa (1)).

Tama County is also one of a very few rural counties with a Certified Local Government status which means property owners have access to uncommon financial, educational and strategic resources. The Tama County Historic Preservation Commission’s central project for the upcoming year will involve researching and documenting the stories and facts of the 119 significant structures identified to date.

Additional volunteers to support the effort of capturing the history behind these structures are needed. If you have a passion for history, can share stories or interview people, or care about how Tama County’s rich and diverse history can help shape an even better future, please join us. Tama County Historic Preservation Commission also periodically hosts state and regional educational workshops on a number of historic topics.



PROSPECT DRIVE, PO BOX 22 TOLEDO, IA 52342
 PHONE: (641) 484-3108
WWW.TAMACOUNTYIOWA.ORG/PRESERVATION
INFO@TAMACOUNTYIOWA.ORG

(1) Iowa Department of Agriculture, 2011

Visit John Ernest Vineyard & Winery for tours and tastings



Our Kopsa family vineyard and winery is nestled in the picturesque rolling hills of Tama County, above the beautiful Iowa River Valley along the historic Lincoln Highway. John Ernest Vineyard & Winery “takes Midwest winemaking to new heights.” Our facility boasts 5 acres of vineyards and state-of-the-art cellar technology. All of our wines, ranging from light, fruity whites, to rich, complex reds, are fermented, blended and bottled on-site. Visit our winery for an exciting tour highlighting our history, the winemaking process, enjoy a complimentary wine tasting, browse our gift shop and enjoy our outdoor, summer entertainment.



Coming to John Ernest Vineyard & Winery is more than just a visit, it's an experience! Experience the Kopsa family history in winemaking as your tour guide highlights the steps from vine to bottle. Come enjoy the great tastes and view.

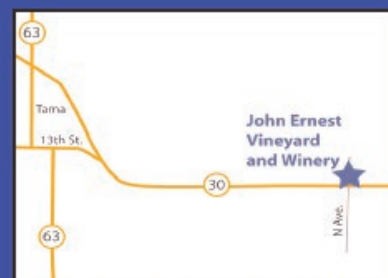


John Ernest Vineyard & Winery
3291 N Ave.
Tama, IA 52339
641-484-8048

WINERY TOURS & TASTINGS:

Please check the website for our hours,
WWW.JOHNERNESTVINEYARD.COM

Purchasing Wine: Wines are sold at the winery, select retailers or by phone. For a complete list of retailers, visit www.johnernestvineyard.com/Retailers.html. We ship anywhere in Iowa and to select states.



John Ernest Vineyard & Winery is located 3 miles east of Tama on Highway 30. We are located 55 miles west of Cedar Rapids, 57 miles east of Ames, 69 miles northeast of Des Moines and 46 miles south of Cedar Falls/Waterloo.

CLUTIER INSPIRES SMALL TOWN ACTION ON THE BIG SCREEN

The arts, history and storytelling serve an important purpose in telling us where we come from, the values we treasure, and how we want to move towards the future. One of the 21st century evolutions on campfire storytelling and community theatre is the community film, and Clutier, Iowa is a trail blazer in this respect. Hometown, the Movie was written specifically to feature small town living and featured real facts about Clutier's history, the Czech heritage, language and foods. Local actors and local landmarks featured prominently throughout the film by writer-director-producer Scott Thompson of My Town Pictures. Metro media attended the red carpet world premier August 2011.

How we did it: The Clutier Betterment Committee and the Clutier Public Library worked together to involve the community in presenting the heritage of Clutier. The success of the movie brought out the feeling of total unity in the community of Clutier.

How we got the idea: In the changing of the name of the annual celebration to the Bohemian Plum Festival, our committee wanted a unique event that would feature local businesses and community residents as well as our Czech heritage.

Our greatest challenge: Our challenges to begin with were financial obligations and community involvement in auditions but culminated in the destruction that was left behind when a rare severe wind storm swept through Clutier July 11 which made it seem almost impossible to meet the premier of the movie scheduled for three weeks later.

How we overcame it: The Clutier Betterment Committee and Clutier Public Library partnered together to meet the financial



Photo by Joanne Husak

obligations and auditions were opened to the surrounding communities. With the help of city, county, and state governments, the many, many volunteers, and community residents who worked long hours for several weeks to clean up the aftermath left behind from the storm allowed the movie to premier as scheduled to a sell-out crowd.

Advice to others: No matter how small the community, with determination and vision, your goals can be achieved.

What is next: We plan to continue to expand community involvement in preserving the heritage of Clutier with ideas that have developed because of the production of the movie, "Hometown".

TAMA COUNTY IN THE MEDIA, 2011

- 1) **STRAIGHT-LINE WIND STORM IMPACT JULY 11, 2011:** A once in a thousand year storm with winds exceeding 130 mph cut a path of destruction across Tama County.
Sources: Cedar Rapids Gazette, Cedar Valley Daily Times, Chicago Tribune, Des Moines Register, Eastern Iowa News Now, Iowa Farmer Today, Marshalltown Times Republican, Mason City Globe Gazette, Oskaloosa News, Radio Iowa, The Republic (Columbus, Indiana), Wallace's Farmer, Waterloo Cedar Falls Courier, KCCI, KCRG, KFGO (Fargo, ND), KTIV (Sioux City), KWWL, WHO, WOI, Cedar Valley Business
- 2) **IOWA STATE FAIR'S "BUTTER COW LADY DIES:** After decades of sculpting butter into everything from farm animals to politicians, the Toledo-native, Iowa Norma "Duffy" Lyons passes the bucket to daughter in law Sarah Pratt
Source: Today Show, Des Moines Register
- 3) **TRAER LOOKS TO WIND POWER AS VIABLE ENERGY SOURCE:** Traer Municipal Utilities is working with Clark Thompson of Story City to erect a wind turbine. It will generate 5 million kilowatts of energy annually, which is about 30% of the city's overall electricity needs. First commercial wind turbine to be put up in Tama County. After six years, the city will take possession of the turbine.
Sources: Waterloo Cedar Falls Courier, Associated Press, USA Today, KWWL-TV, Burlington Hawk Eye
- 4) **TAMA COUNTY LEADERS & IOWA FARM BUREAU:** Nick Podhajsky was elected onto the State board to represent farming agendas on a national level and Jamie Busch-Upah, manager of the John Earnest Vineyard and Winery was selected to represent the state in critical ag-related discussions on a national level.
Sources: Iowa Farm Bureau
- 5) **INNOVATION IN EDUCATION:** Meskwaki's Culture-Based Education, Garwin Green Mountain School District students are each issued their own MacBook laptop, and North Tama County Community School District teacher, Terry Shay's connected dots project to inspire students to think for themselves inspires a book
Sources: Indian Country Today, WHO-TV, Dedham Patch (MA)
- 6) **WORLD PORK EXPO 2011:** Tama County Pork Producers grill for 4,000 people a day at the World Pork Expo in Des Moines.
Sources: Agri News
- 7) **EXCITEMNET BUILDS FOR TAMA MEAT PACKING PLANT'S REOPENING:** Work is underway at Iowa Premium Beef
Sources: Waterloo Cedar Falls Courier, KWWL, Cedar Rapids Gazette, Iowa Farmer Today, Des Moines Register, Radio Iowa, Feedstuffs
- 8) **SMALL TOWNS MAKING A MOVIE:** in 2011 both the towns of Clutier and Traer made a movie that celebrated some aspect of the town, performed by local area actors.
Sources: KWWL, Cedar Rapids Gazette
- 9) **LESSONS TO BE LEARNED FROM TAMA COUNTY'S ONE-ROOM SCHOOL IN HAVEN:** Joyce Wiese leads the effort to renovate Haven one-room school house, which is still in its original location, with a goal of hosting classes of children for a look at how school life used to be Eastern Iowa Life,
Source: Chicago Tribune, Cedar Rapids Gazette
- 10) **SALT & PEPPER SHAKER GALLERY OPENS IN TRAER:** excitement builds with the grand opening April 2
Sources: Waterloo Cedar Falls Courier, Cedar Rapids Gazette, Marshalltown Times Republican, Eastern Iowa Life, KGAN-TV, Chicago Tribune

Workforce Development

SMALL RURAL SCHOOL DISTRICT'S ROBOTICS PROGRAM POWERS UP

Engineering and creative problem solving are the building blocks of any product design or manufacturing process. These skills need to be fostered in our youth as early as possible in order for them to engage their college and work-force environments with considerable experience already achieved. The Steel of the Knights Union District Robotics program provides exactly such experience and opportunity. Bruce Rempe and a group of volunteer coaches are leading four robotics teams to competition in this - the program's second year. Participating with the US FIRST family of international robotics competitions, there are programs at both the Middle School and High School levels. Students design, build, and program robots to compete against other teams in regional, state, and national competitions. These programs serve the Union District Tama County citizens and others.



Photo by Randy Aiken

HOW WE DID IT: Bruce researched the process, visited other coaches within the state, and attended some competitions. Then, he initiated the registration process for a team in the Union Middle School for the 2010 - 2011 season. After announcing the program, 20 students signed-up -- and second team became immediately necessary.

HOW WE GOT THE IDEA: Having been impressed with the generosity and commitment of the athletic coaches making sports possible for his young boys, Bruce was looking for a way to give-back in his own field of technology. Having stumbled across a television documentary about the US FIRST Robotics programs, it seemed like the natural path both to give-back and to provide a valuable opportunity for science and technology oriented students.

OUR GREATEST CHALLENGE: Being an entirely volunteer run organization, and without any funding from the local school systems - financing the costs of the program, and finding able volunteers to help as coaches are a constant and ongoing challenge.

HOW WE OVERCAME IT: For funding issues, an education campaign was started to inform the communities of the program and its objectives, and to solicit support from local businesses and individuals. Grant style funding was also engaged from major corporate sponsors like John Deere, Rockwell Collins, and Pioneer HiBred. Coaches have been recruited by pursuing the parent-base of the enrolled students. So far, this pool has been both able and generous of their time and talents.

ADVICE TO OTHERS: Get started soon! Be careful to let the students do all of the work. Recruit funds and assistance early and often. Read the game (competition) manuals carefully and repeatedly.

WHAT IS NEXT: The US FIRST organization offers robotics competitions at three levels; FLL - which serves 4th thru 8th grades, and then both FTC and FRC which serve the high school aged students. With each level the robots and the challenges get larger and more complicated. The current (Rookie) FTC team is the lone high school level team. We want to advance the program more broadly in the high school, and start an FRC team within the next three years.

Bruce Rempe is happy to visit your organization to answer any question and to provide additional insight into the program. Team visits and demonstrations are also possible.

GREEN TECH CERTIFICATION PROGRAM LAUNCHES IN TRAER

In response to the increase for needs in green technology, Hawkeye Community College custom designed a two year green technician certification program integrating various aspects of green technology including wind energy, solar energy, HVAC and geothermal to name a few. The brand new program was approved in the spring of 2011, and then implemented with one satellite program in Tama County in partnership with the North Tama Community School District industrial science classroom. The first class had 15 students enrolled.

HOW WE DID IT: Last spring we presented the idea of a Green Tech class to all the high school students. We thought we would get maybe 4-5 students to sign up. We were thrilled when 15 did.

HOW WE GOT THE IDEA: With the prospect of the Salt Creek wind farm going in near Traer, I presented the idea of a wind energy technician class to Hawkeye Community College. They were developing their own program then and were very interested in the off-campus training site.



*Traer Mayor Pete Holden, and North Tama High School Principal Irv Laube.
Photo by Ellen Young*

OUR GREATEST CHALLENGE: We had hoped that Hawkeye Community College would rent or build a building here in Traer. But due to the down turn in the economy, funding wasn't available to do this.

HOW WE OVERCAME IT: We used a class room at the high school and used a science teacher and myself as instructors.

ADVICE TO OTHERS: Alternative energy is the .com of the future. Wind should play an important part of Tama County's future.

WHAT IS NEXT: Hopefully start an evening class for adults and offer the entire program here in Traer.

GOT A JOB?

One of the most frequently visited pages on the Tama County Economic Development website clocking thousands of visits every year is for employment. Tama County's 2011 Laborshed confirms that both employers and job seekers have moved to posting job vacancies online, and at any given point in time in 2011 you would be able to find around 50 vacancies at www.tamacountyiowa.org/employment. This site is free to both parties.

So what were the most in demand jobs in 2011?

- 1) **Tourism & Hospitality:** varies, but often requires High School Diploma or GED
- 2) **Healthcare:** varies but often requires a 2 years of training at a local community college
- 3) **Manufacturing:** varies, but often requires 2 years of technical training at a local community college
- 4) **Truck Driver:** requires CDL certification, and 12-month of experience preferred.



Special thank you to our partners who helped us complete the 2011 Workforce Laborshed so we can understand, develop and market our workforce as an asset just like we do our available buildings.

For copies of the full report or executive summary please email info@tamacountyiowa.org

Workforce Development

MESKWAKI INC TAKES ECONOMIC DIVERSIFICATION TO THE NEXT LEVEL

Diversification of income streams is the premise behind the formation of Meskwaki Inc., a for-profit corporation created to help tribal members startup businesses, corporations leverage 8a partnerships, and other profit generating enterprises to create jobs. In 2011 the founding board convened, legally separated operations from tribal government and hired a headhunter to recruit a serial entrepreneur to the area. The position is expected to be filled early 2012.

HOW WE DID IT: Meskwaki Inc. is a product of about 5 years of planning for diversification of the Meskwaki Tribe's business interests and is based on a nation building model for economic development.

HOW WE GOT THE IDEA: Tribal leaders came to the conclusion that sustained economic and financial growth would require diversification. Nation Building as a model was developed by the Harvard Project on American Indian Economic Development and the Native Nations Institute at the University of Arizona and provided an understanding of several key ingredients to successful economic development in Indian Country.



Pictured left to right: Bill Largent, President/CEO of Meskwaki Inc, and leadership team members Yolanda Pushetonequa, Michael Sadler, and Larry Lasley. Photo by Lindi Roelofse

OUR GREATEST CHALLENGE: Our greatest challenge has been to find the best means to ensure the well-being of the tribe, economically, while trying to maintain the survival of our unique culture and lifeways.

HOW WE OVERCAME IT: We have attempted to meet or overcome the challenge by very thoughtful discussions and planning at summit meetings. We have consulted with experts in the fields of business and economic development and created systems of governance to support this type of development.

ADVICE TO OTHERS: In order to try and create a vision for the future, rely on the strength of your forefathers as examples of what is possible, with some blood, sweat, and tears.

WHAT IS NEXT: Meskwaki Inc.'s Board of Directors will be with the new CEO to formulate a growth and development plan that focuses on the creation of new, tribally-owned businesses, training & jobs, and capital investment in the local and regional economies.

Education and Median Wage Characteristics by Industry

Industry	Education			Median Wages	
	Some Level Beyond High School	Associate Degree	Undergraduate Degree or Higher	Salary Wages (per year)	Non-Salary Wages (per hour)
Agriculture	*	*	*	*	*
Construction	71.4%	14.3%	14.3%	*	*
Manufacturing	62.1%	13.6%	18.2%	\$67,500	\$14.70
Transportation, Communication, & Utilities	71.4%	19.0%	23.8%	\$39,000	\$16.75
Wholesale & Retail Trade	57.5%	10.0%	15.0%	\$40,000	\$9.98
Finance, Insurance, & Real Estate	75.0%	25.0%	8.3%	\$51,000	\$15.15
Healthcare & Social Services	83.3%	16.7%	31.7%	\$46,500	\$15.37
Personal Services	74.2%	12.9%	16.1%	\$48,000	\$10.50
Entertainment & Recreation	64.3%	14.3%	21.4%	\$47,650	\$10.50
Professional Services	72.7%	4.5%	40.9%	\$37,000	\$11.33
Public Administration & Government	75.0%	16.7%	45.9%	\$62,000	\$16.74
Education	88.7%	7.5%	73.6%	\$46,000	\$12.00

This table includes all respondents without consideration of employment status or willingness to change/enter employment.

**Insufficient survey data/refused*

MANY HANDS MAKE EMERGENCY GENERATOR WORK IN GARWIN

What can a community achieve if you bring together a teacher, a librarian, an electrician, a councilman, a retired businessman to make a community a better place? Alone each of these talents can do great things, but combine their talents and skills and you get a low cost generator solution at the Garwin Community Center to help the community when a small town loses power after a natural catastrophe. From writing the grant, typing the grant, laying the electrical-line, hooking up the system these community leaders worked together and accomplished their goal in April 2011 right before the straight-line wind storm hit in July 2011.

HOW WE DID IT: The city needed a reliable source of electricity during long term outages. When the idea was presented to the community as fundraisers, the community responded with volunteers, a grant writer, and more ideas. With the hard work and perseverance of several volunteers, we were able to accomplish the task.

HOW WE GOT THE IDEA: Part of Garwin's Emergency Management Plan needed electricity and a place for shelter during emergencies.

OUR GREATEST CHALLENGE: Developing a plan and coordination of volunteers' time and skills and installing the material.

HOW WE OVERCAME IT: The community pitched in, including using the Retired Brigade to run and deliver material to the job site.

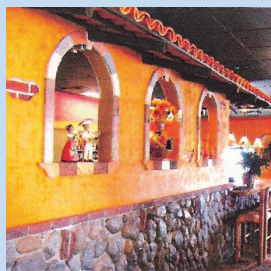
ADVICE TO OTHERS: Whole community involvement is a must!

WHAT IS NEXT: We are currently taking donations, along with fundraisers for a community digital sign.



Merle Parks and Carl Zoffka at the Garwin emergency shelter. Photo by Wayne Chamberlain

CONGRATULATIONS ON YOUR FIVE YEAR ANNIVERSARY!



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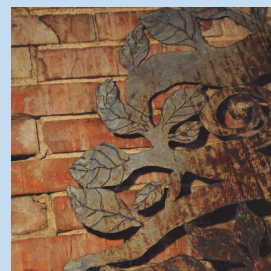
Innovative Communications
107 W. High
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(641) 484-4880

Total Touch Connections
100 E. 3rd Street
Tama, IA 52339
(641) 484-8315



***B & G HVAC**
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(641) 473-3500

Bereczki Electric
1598 - 200th Street
Gladbrook, IA 50635
(641) 473-2539



***The Blacksmith Boutique & Garden Studio**
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Dysart, IA 52224
(319) 476-4766
www.blacksmithboutique.com

Joe's Gym
608 Wilson Street
Dysart, IA 52224
(319) 476-5637
www.joesgyms.com

** plus picture denote partners of Tama County Economic Development and/or Convention & Visitor's Bureau*

Strategic Partnerships

20 YEARS LATER, LINCOLN'S GROUND BREAKING UTILITIES PARTNERSHIP STILL TASTES GREAT

In 1991 it was not common for small towns to also have sewer service. But the Lincoln civic leaders all changed that when it was the first town to work with Central Iowa Water Association and the city of Gladbrook to make this a reality of its citizens. Now 20 years later these types of relationships have become increasingly common following in the footsteps of the City of Lincoln. In 2011 Central Iowa Water Association won the gold medal for the best tasting rural water in the US at the National Rural Water Association Rally in Washington DC.

HOW WE DID IT: We worked with Central Iowa Water Association who contacted the city of Gladbrook.

HOW WE GOT THE IDEA: Since most properties in Lincoln did not have an adequate area to properly operate individual septic systems with drain fields, CIWA came up with the idea to pump Lincoln's sewage to Gladbrook through pipes.

OUR GREATEST CHALLENGE: Obtaining a grant and finding an alternative to building a treatment system.

HOW WE OVERCAME IT: We applied for and received a grant and having the Gladbrook council allow Lincoln's sewage to be pumped to and treated at Gladbrook.

ADVICE TO OTHERS: To apply for grants and to look at all the cost effective options available.



2011 Mayor Roland Fink, Lincoln, Iowa
Photo by Wayne Chamberlain

REBUILDING AFTER A 1,000 YEAR STORM

On July 11, 2011 around 4 am Tama County was hit by a straight-line wind that measured forces up to 130 miles per hour before meteorological towers disintegrated. Not a single human life was lost, but \$100+ million in lost productivity was suffered through the loss of animals, buildings, infrastructure, crops, and other protective vegetation. The communities and partners that worked together to increase safety and functionality after this unprecedented once in a thousand year storm hit are being recognized for their contribution to the economy in 2011.



Julie Vokoun, Assistant Manager of Emergency Management Services in the control room bunker

How we did it: Using teamwork our staff pulled together and worked with all our municipal partners to help the citizens of Tama County respond to and recover from the 11 July 2011 windstorm.

How we got the idea: Our communities all have excellent emergency services, almost all of whom are volunteers; our speedy recovery from the storm could not have been done without them. Our staff is only a small piece of the puzzle; the public works, fire, EMS, and law enforcement of the county made things possible.

Our greatest challenge: Keeping all the resources flowing to the appropriate areas, the outpouring of support was truly overwhelming and extremely helpful.

How we overcame it: We relied heavily on our county's volunteer emergency responders, they truly were the engine of the various city's and the county's success/recovery.

Advice to others: Always ask for the help you need, someone will answer the call.

What is next: The Tama County Emergency Management Agency is continuing to work with FEMA on recovery and is simultaneously preparing for any future disasters.



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K & M Sanitation
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641-484-2201

B & G HVAC
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641-473-3500

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641-473-3232
dewittrefrigeration.com

Gethmann Construction
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Gladbrook, IA 50635
641-473-2323
gethmannconstruction.com

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Wolfe Family Vision Centers
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Toledo, IA 52342
641-484-2020
www.wolfeeyecclinic.com

Wolfe Family Vision Centers
524 - 2nd Street
Traer, IA 50675
319-478-2081
www.wolfeeyecclinic.com

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Appraisal & Real Estate Services
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Traer, IA 50675
319-478-2990

Carl Luze Real Estate
329 Main Street
Dysart, IA 52224
319-476-4949

Wrage Realty
315 Main Street
Dysart, IA 52224
319-476-7070

Tama County Abstract Company
123 W. High Street
Toledo, IA 52342
641-484-4386

BANKING SERVICES
Farmers Savings Bank & Trust
611 - 2nd Street
Traer, IA 50675
319-478-2148
www.fsb-traer.com

Home Federal Savings Bank
1301 S. County Road
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641-484-5141
www.justcallhome.com

State Bank of Toledo
100 E. High Street
Toledo, IA 52342
641-484-2980
www.banktoledo.com

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641-484-5677
www.hrblock.com

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641-484-5233
www.gmrc.com

Eikamp & Associates
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Dysart, IA 52224
319-476-4590

Farmers Mutual Ins. Assoc.
540 - 2nd Street
Traer, IA 50675
319-478-2585
See ad on page 16

L.L. Owens & Associates
622 - 2nd Street
Traer, IA 50675
319-478-2710

Tama Co. Mutual Ins. Assn.
622 - 2nd Street
Traer, IA 50675
319-478-2710
See ad on page 18

LEGAL SERVICES

Burk Law Office
219 W. High Street
Toledo, IA 52342
641-484-2394

Kenkel Law Office
101 E. High Street
Toledo, IA 52342
641-484-8899
www.kenkellaw.com

OTHER SERVICES

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641-473-2561

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Toledo, IA 52342
641-691-1063

Wayne's Photography
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Gladbrook, IA 50635
641-473-2063
www.previewgallery.com/waynesphotography

JR Crafts
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INFORMATION

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Marshalltown, IA 50158
641-753-3361
www.1230kfjb.com

Radio Z95.5FM
205 W. 3rd Street
Tama, IA 52339
641-484-5958
www.radioz95fm.com

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designerinnandsuites.com

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www.meskwaki.com
See ad on page 31

Super 8 Motel
207 Business Highway 30 West
Toledo, IA 52342
641-484-5888
www.super8toledo.com

El Campesino Mexican Grill
401 W. Highway 30
Toledo, IA 52342
641-484-2860

SPECIALTY RETAIL

Medicap Pharmacy & Lite for Life Weightloss & Healthy Food Market
108 - 2nd Avenue West
Toledo, IA 52342
641-484-6198
www.medicap.com/toledo

Brighter Morn
1037 T Avenue
Buckingham, IA 50612
319-478-8189
www.tamacountyiowa.org/brightermorn

Iowa Builders Supply
313 Front Street
Gladbrook, IA 50635
641-473-3037

Stein-Hrabak Floor Covering
701 W. Highway 30
Toledo, IA 52342
641-484-2780
www.stein-hrabakflooring.com

Manatts
Box 87
Tama, IA 52339
641-484-4022
www.manatts.com

UTILITIES, TRANSPORT

UTILITIES
Alliant Energy
200 - 1st Street SE
Cedar Rapids, IA 52401
515-558-9703
www.alliantenergy.com

Grundy County REC
102 East G Avenue
Grundy Center, IA 50638
319-824-5251
www.grundycountyrecia.com

Poweshiek Water Assoc.
125 Industrial Drive
Brooklyn, IA 52211
641-522-7416
www.poweshiekwater.com

TIP Rural Electric
P.O. Box 534
Brooklyn, IA 52211
641-522-9221
www.tiprec.com

Traer Municipal Utilities
649 - 2nd Street
Traer, IA 50675
319-478-8760
www.traer.net

TRANSPORTATION

Elliott Brothers Truck Line
801 Highway 21
Dysart, IA 52224
319-476-3212

Thys Chevrolet - Toledo
1002 South County Road
Toledo, IA 52342
641-484-3502
www.thysautogroup.com

NON PROFIT

HEALTHCARE

Covenant Clinic Dysart
501 Clark Street
Dysart, IA 52224
319-476-4000
www.wfhealthcare.org

Covenant Clinic Gladbrook
309 - 2nd Street
Gladbrook, IA 50635
641-473-2707
www.wfhealthcare.org

Covenant Clinic Traer
200 Walnut Street
Traer, IA 50675
319-478-8198
www.wfhealthcare.org

Deer Creek Health Center
401 - 1st Avenue
Toledo, IA 52342
641-484-2602
www.grmc.us

Westbrook Acres
605 Garfield Street
Gladbrook, IA 50635
641-473-2016

DEVELOPMENT

Dysart Development Corp
P.O. Box 223
Dysart, IA 52224
319-476-4949
www.dysartiowa.com
See ad on page 10

Garwin Comm Revitalization Committee
204 Park Street
Garwin, IA 50632
641-499-2148
www.tamacountyiowa.org/garwin

Gladbrook Commercial Club
301 W. 1st Street
Gladbrook, IA 50635
641-473-2561

Tama County Community Foundation
1007 Prospect Drive
Toledo, IA 52342
641-484-3108
www.tamaccf.org
See special report on page 20

Marshalltown Area SCORE Chapter
709 South Center Street
P.O. Box 1000
Marshalltown, IA 50158
641-753-6646
www.marshalltown.org

Cedar Valley Regional Partnership
10 W. 4th Street, Suite 310
Waterloo, IA 50701
877-773-9959
www.cedarvalleyregion.com

Iowa Innovation Gateway
904 Walnut Street
Des Moines, IA 50309
515-280-8000

Highway 30 Coalition of Iowa
P.O. Box 221
Mechanicsville, IA 52306
563-243-7751

Renew Rural Iowa
5400 University Avenue
West Des Moines, IA 50266
515-225-5400
www.iowafarmbureau.com

ARTS & CULTURE

Wolf Creek Players
708 Blaine Street
Dysart, IA 52224
www.tamacountyiowa.org/wolfcreekplayers

PUBLIC ADMIN.

QUASI-GOVERNMENT

Region 6 Planning Council of Governments
905 E. Main Street, Suite A
Marshalltown, IA 50158
641-752-0717
www.region6planning.org
See ad on page 21

Tama County Business Chrysalis
1007 Prospect Drive
Toledo, IA 52342
641-484-3108
www.tamacountyiowa.org/entrepreneurs

Tama County Convention & Visitors Bureau
1007 Prospect Drive
Toledo, IA 52342
641-484-3108
www.tamacountyiowa.org/cvb
Special report on page 17

Tama County Diversity Alliance
1007 Prospect Drive
Toledo, IA 52342
641-484-3108
www.tamacountyiowa.org/diversity

Tama County Health Care Provider Network
129 W. High Street
Toledo, IA 52342
641-484-3406
www.tamacountyiowa.org/health

Tama County Economic Development Partner

DIRECTORY

PUBLIC ADMIN.

QUASI-GOVERNMENT

**Tama County
Historic Preservation**
1007 Prospect Drive
Toledo, IA 52342
641-484-3108
www.tamacountyiowa.org/preservation
See special on page 23

**Tama County
Wellness Coalition**
129 W. High Street
Toledo, IA 52342
641-484-3406
www.tamacountyiowa.org/wellness

CITY GOVERNMENT

City of Chelsea
600 Station Street
Chelsea, IA 52215
641-489-2525
www.tamacountyiowa.org/chelsea

City of Clutier
P.O. Box 117
Clutier, IA 52217
319-479-2530
www.tamacountyiowa.org/clutier

City of Dysart
P.O. Box 686
Dysart, IA 52224
319-476-5690
www.dysartiowa.com

City of Elberon
106 Main Street
Elberon, IA 52225
319-439-5372
www.tamacountyiowa.org/elberon
See ad on page 9

City of Garwin
P.O. Box 148
Garwin, IA 50632
641-499-2307
www.tamacountyiowa.org/garwin

City of Gladbrook
P.O. Box 309
Gladbrook, IA 50635
641-473-2582
www.gladbrookiowa.com

City of Lincoln
P.O. Box 62
Lincoln, IA 50652
641-473-2793
www.tamacountyiowa.org/lincoln

City of Montour
P.O. Box 120
Montour, IA 50173
641-492-6006
www.tamacountyiowa.org/montour

City of Toledo
P.O. Box 234
Toledo, IA 52342
641-484-2160
www.toledoia.com

City of Traer
649 - 2nd Street
Traer, IA 50675
319-478-2580
www.traer.com

City of Vining
P.O. Box 7
Vining, IA 52348
641-489-2157
www.tamacountyiowa.org/vining

COUNTY GOVERNMENT

Tama County
104 W. State Street
Toledo, IA 52342
641-484-3980
www.tamacounty.org

EDUCATIONAL INSTITUTIONS

**Iowa State University
Extension**
400 Locust Street
Des Moines, IA 50309
515-237-5434
www.extension.iastate.edu

**UNI Regional
Business Center**
212 W. 4th Street
Waterloo, IA 50703
319-236-8123
www.unirbc.org

**Iowa Valley Community
College District**
3702 S. Center Street
Marshalltown, IA 50158
641-752-4643
www.iavalley.edu

**Hawkeye
Community College**
1501 East Orange Road
P.O. Box 8015
Waterloo, IA 50704-8015
319-296-2320
www.hawkeyecollege.edu

**South Tama Community
School District**
1702 Harding Street
Tama, IA 52339
641-484-4811
www.s-tama.k12.ia.us

STATE GOVERNMENT

**Iowa Economic
Development Authority**
200 E. Grand Avenue
Des Moines, IA 50309
515-242-4724
iowaeconomicdevelopment.com

Iowa Finance Authority
100 E. Grand Avenue, Suite 250
Des Moines, IA 50309
515-242-4990
www.ifahome.com

**Iowa Workforce
Development Region 6**
3405 South Center Street
P.O. Box 497
Marshalltown, IA 50158-0497
641-754-1401
www.iowaworkforce.org

Central Iowa Tourism Region
P.O. Box 454
Webster City, IA 50595-0454
515-832-4808
www.iowatourism.com

TRIBAL GOVERNMENT

**Sac and Fox Tribe of the
Mississippi in Iowa
(Meskwaki)**
349 Meskwaki Road
Tama, IA 52339
641-484-4678
www.meskwaki.org

FEDERAL GOVERNMENT

**Small Business
Administration**
2750—1st Avenue NE, #350
Cedar Rapids, IA 52402-4831
319-362-6405
www.sba.gov

USDA Rural Development
840 Brooks Road
Iowa Falls, IA 50126
641-648-5181
www.rurdev.usda.gov/ia

**Iowa Valley
Resource, Conservation &
Development**
300 W. Welsh Street
P.O. Box 87
Williamsburg, IA 52361
319-668-8111
www.ivrkd.org

INDIVIDUALS

Jim & Mary Roan
721 Country View Drive
Toledo, IA 52342

Anonymous

Anonymous

Anonymous

Special Thank you

Tama County

 Development Connections 2012

A SPECIAL THANK YOU TO OUR CONTRIBUTORS

CONTRIBUTING WRITERS:

David Vollmar, Cedar Rapids
 Edith Pfeffer, Clinton
 Mayor Ardene Cross, Clutier
 Dave Dvorak, Clutier
 Paul Dvorak, Clutier
 Mel Campbell, Dysart
 Amy Fisher, Dysart
 Travis Fisher, Dysart
 Russ Grimm, Dysart
 Barton Jensen, Dysart
 Dawn Jensen, Dysart
 Bruce Rempe, Dysart
 Catharine Wieck, Dysart
 Carl Zoffka, Garwin
 Dennis Gienger, Gladbrook
 Mayor Keith Sash, Gladbrook
 John Shouse, Gladbrook
 Mayor Steve Mahr, Lincoln
 Christina Blackcloud-Garcia, Meskwaki Nation
 Johnathan Buffalo, Meskwaki Nation
 Larry Lasley, Meskwaki Nation
 Stephanie Snow, Meskwaki Nation
 John Richter, Tama
 Ryan Currens, Tama County
 Elaine Linser, Toledo
 Mayor Pam Wood, Toledo
 Wendy Barnes, Traer
 Mayor Pete Holden, Traer
 Kent Holst, Traer
 Lyndon Johnson, Traer
 Pat Stief, Traer
 Butch Wendt, Traer
 Tammy Wendt, Traer
 Mayor Dale Stout, Vining
 Ray Beets, Waterloo

COVER ART RANDY AIKEN

CONTRIBUTING PHOTOGRAPHERS:

Wayne Chamberlain, Gladbrook
 Randy Aiken, Toledo
 Ellen Young, Traer
 Midge Horton, Vining

DESIGN SUPPORT: Mark Linser, Toledo & Traer

DISTRICT COORDINATORS:
 Dwayne Luze, Dysart
 Mayor Keith Sash, Gladbrook
 Jim Roan, Toledo
 Ellen Young, Traer
 Midge Horton, Vining

STAFF SUPPORT

Lindi Roelofse, Executive Director
 Joanne Husak, Administrative Assistant

TAMA COUNTY IOWA
 ECONOMIC DEVELOPMENT COMMISSION

1007 Prospect Drive PO Box 22
 Toledo, Iowa 52342 USA
 Telephone:
 +1 (641) 484-3108
 E-mail: info
 @tamacountyiowa.org

Just like Tama County Economic Development's first economic developer dedicated about five years to Tama County, I have also committed half decade in service to you. We stood together through challenges, natural and man made disasters. Together we have survived floods, winter storms, straight-line wind storms, through manufacturing plant closings, a national recession. And in spite of all this we triumphed.

We increased our average county wage to a record high, started a record high number of our own home grown new companies, opened and expanded manufacturing plants, increased taxable sales double digits, have one of the lowest unemployment in the US. I am especially proud of all the new partnerships that has been built for the foundation of more future successes that many could not even imagine as possibilities five years ago. As we sit here today we have over \$812 million seriously vested major capital investment projects in various stages of development. At least \$111 million got a green light to start over the next 12 months. All this plus over a million dollars in directly facilitated investments through grants, and fundraising in exchange for local investment of a few hundred thousand.

"I will forever be vested,
 rooting for Tama County's
 continued increasing
 prosperity"



I hope you share in the pride that our last five years together produced a tremendous return on investment, and that you continue the momentum moving forward with your next Executive Director.

No matter where life's journey take me in this world, I will forever feel vested, rooting for Tama County, Iowa's increasing prosperity on what we have laid the foundation for together.

Your friend,

Lindi Roelofse
 Executive Director,
 Tama County Economic Development Commission
 Email: lindi.roelofse@gmail.com
 Mobile: +1 (319) 429-5887

****ECRWSS****

LOCAL POSTAL CUSTOMER

OUR VISION FOR TAMA COUNTY, IOWA:

INCREASE LEVEL OF **CAPITAL INVESTMENT**

INCREASE NUMBER OF FAIR MARKET LIVING WAGE **JOBS**

INCREASE **EFFICIENCY** AT WHICH CAPITAL & JOBS ARE COMBINED

Tama County Champion Challenge 2012!

- 1) How many people live in a one hour driving radius of Tama County, Iowa?

A) 20,000 B) 100,000
C) 1.3 million D) 3 million

- 2) What rare species' sighting lured people all over the Midwest to Clutier, Iowa towards the end of 2007?



A Koala



B Fork-tailed Flycatcher



C Mountain lion cubs



D Purple frog

- 3) How many businesses started up in Tama County over the past five years?

A) 5 B) 27
C) 53 D) 108+

- 4) The Iowa State Fair's "Butter Cow Lady" from Toledo, Norma "Duffy" Lyons, carved the bust this famous person, but after the reception she could not destroy it. Instead she kept this famous head in her fridge for over a year.



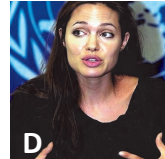
A Pres. Barack Obama



B Pres. Vladimir Putin



C John Wayne



D Angelina Jolie

- 5) Over the past year the Tama County Economic Development website, www.tamacountyiowa.org was visited 35,000 times. What was most commonly searched?

A) Tama County Community Calendar
B) Directory of all businesses and organizations
C) Employment
D) "what does economic development mean"

- 6) Tama County has a sister community that we share with the Cedar Valley Region. She has a population of 2.45 million people. What is her name?



A Cape Town South Africa



B Laibin China



C Quezon City Philippines



D Izmir Turkey

- 7) How many local food producers do we have in Tama County, Iowa?

A) 7 B) 24
C) 12 D) 600+

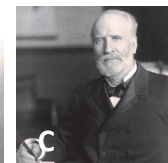
- 8) Which of these famous, internationally renowned, innovative people were NOT born in Tama County, Iowa?



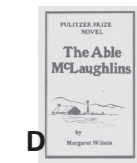
A Michael Emerson Emmy winning Actor



B Clifford Berry Co-inventor of first computer



C "Tama" Jim Wilson Secretary of Ag for three presidents



D Margaret Wilson Pulitzer Prize winning author

- 9) Over the past five years, how many companies from outside the US visited us here in Tama County, Iowa looking for the right place to invest millions of dollars?

A) 0 B) 2
C) 9 D) 20

- 10) Over the past five years, Iowa has been ranked #1 or #2 in the US for production in which of the following products?

