

Robert Williams & Associates, PLC; Curtis
 Schmitz, WHKS & Co. Engineering & Surveyors;
 Cycle; Jim Morrow, Wells Fargo Bank of Iowa; Penny
 Northern Iowa; Wayne Blaisdell, Wayne's Ski &
 Industries Corporation; Tim Moore, Veenstra &
 Kim, Inc.; David Deinhart, Waste Management of
 Vance Jorgensen Attorney at Law; Mark Holt, Varied
 Thompson Companies; Roger Piersma, United
 Building Center; Larry Kmpotich, US Bancorp Piper
 Jaffray; Mike Sogard, US Bank; Vance Jorgensen,
 Krieger, TeamQuest Corporation; Jim Thompson,
 Services; Daryl Berg, Sunny Fresh Foods; Bob
 Schloemer, Southbridge Mall/Madison Marquette
 Honda - Nissans; Mike Arens, Sound World; Glenn
 Sedor, Sedor Auto Park; Gus Skarlis, Skarlis Olds -
 Tim Schupick, Schupick & Dunn, CPAs, PC; Jerry
 Schukel Chevrolet; Stan Schultz, Schultz Enterprises;
 Schroeder Concrete and Construction; Steve Schukel,
 Anderson, Attorneys at Law; Dan Schroeder,
 RSM McGladrey; Roberto Anderson, Schroeder &
 Robinson, Robinson Farm Real Estate; Randy Davis,
 Jerry Bernhard, River City Communications, Inc.; Bill
 Radiation Oncology Assoc./Mercy Cancer Center;
 Financial Group - Pension Center; Tim McKone,
 Inc./Westridge Business Park; Gary Ryle, Principal
 Builders Inc.; Terry Carpenter, Point Builders,
 Sorenson, Plumb Supply Co.; Steve Crawford, Point
 Network; Doug Rozendahl, Petrolend Corp.; Larry
 Division; Rhonda Coborn, Personnel, the Personnel
 Plumbing & Heating; Mark Leisen, Pella Storm Door
 Paul Pirk, Paul R. Pirk, A.P.; Thomas Payne, Payne
 Pappalohn, Pappalohn, Shriver, Eide & Nicholas PC;
 State Bank; John Reding, Otis Elevator Co.; Socrates
 Cedar Service Co. Inc.; Kirk Paulson, Northwoods
 Center & Driving Range; David Wickman, Northern
 Iowa Eye Clinic, PC; Jim Lensing, North Iowa Golf
 White, North Iowa Dentistry, PLC; Sue Klein, North
 Shipman, North Iowa Community Credit Union; Rob
 DDS; Ron Nielson, Nielson Excavating; Scott
 Scott Moorman, Moorman Clothiers; Michael
 Minnesota Rubber; Jack Zook, Monroe Storage;
 Green, Mills Fleet Farm-Mason City; Jerry Paulus,
 Dennis Reidel, Midwest Roofing/Mason City
 Midwest Roofing/Mason City Overhead Door;
 Wally Smedly, Metalcraft, Inc.; Brad Johnson,
 Iowa; John Sherrick, Mercy-City Family Credit Union;
 James Fitzpatrick, Mercy Medical Center - North
 Coddington, Mercy Medical Center - North Iowa;
 Anderson, Mechanical Air Systems; Dr. Jim
 Mike McCoy, McCoy & Company PC, CPAs; Carl
 Dee Vandevanter, Mathis, Earnest & Vandevanter;
 Recycling Center; Ron Masters, Masters Chiropractic;
 Mason City Public Schools; Dean Hass, Mason City
 Nelson, Mason City Glass Service; Keith Serland,
 Mason City Economic Development Corp.; Lois
 Inc.; Dana Young, Mason City Clinic; The staff of
 Swift; David Humphrey, Martin Marlette Aggregates,
 Erickson Funeral Home; Steve Swift, Marshall &
 Hosmer, Lyons Toyoto Dodge; Robert Erickson, Major
 Morrison Law Office; Julie Bergo, Lorado; John
 Les Nelson Investments; James Locher, Locher &
 Verne Shussy, Lehigh Cement Company; Les Nelson,
 Construction, Inc.; Ron Larson, Larson Printing Co.;
 O'Leakes Farmhand Feed; Larry Elwood, Larry Elwood
 Duffy, & Stambough, PLC; Wes Fiddelle, Land
 Frank Ingraham, Laird, Heiny, McManigal, Wingo,
 Kleen Sweep Construction; John Michel, Kraft Foods;
 Wholesale; Steve Martinson, KIMM TV; Joe Paulsen,
 Petersen Builders, Inc.; Bob Willemson, Key
 Ted Kehm, Kehm Enterprises; Ken Petersen, Ken
 Hahn, Kabrick Distributing Co. of Mason City, Inc.;
 Iowa Packaging Corp. & Atlas Mini-Warehouses; Jim
 McManes, Iowa Office Supply; Harlan Bremer,
 Gabel, Iowa Heartland Credit Union; Jeremy
 Inc.; Charlie MacNider, Indianhead Farms, Inc.; Ed
 Vee West/Regal Liquors; Scott Bulife, I.C. Systems,
 East and Drugtown of Mason City; Ric Anderson, Hy-
 Hussey, Hussey & Company; Tracy Kading, Hy-Vee
 Contracting; Dick Mathes, Home Realty Group; Dan
 Moran, Holcim (US) Inc.; Ron Holland, Holland
 Moore, Hogan Bremer Colonial Chapel; Jason
 Dennis Mayskens, Hogan - Hansen, PC; David
 Realtors; Tom Schoeber, Henkel Construction Co.;
 Heartland Asphalt, Inc.; Mark Lemon, Heartland
 Hawkeye Outdoor Advertising; George Jessen,
 Tire Co.; Kathy Barlas, Hanford Inn; Mike Forbes,
 Shepherd Health Center, Inc.; Sean Kuhl, Graham
 Birdsall, Godfather's Pizzeria; Diane Hornung, Good
 Funeral Home; Howard Query, Globe Gazette; Tom
 Verwecke Law Firm, PLC; James Fullerton, Fullerton
 Realtors/GMAAC; James Fitzsimmons, Fitzsimmons &
 Bank; Greg Schonenman, First Schonenman
 Specialties Ltd.; O. Jay Tomson, First Citizens National
 Credit Services of America; Carl Schurz, Farmhouse
 Kristopher Kall, Family Dentistry; Ken Houns, Farm
 Associates, Inc.; Timothy Weber, Family Dentistry;
 Financial Group; Tom Douglas, Edwards-Strand &
 Ebeling, Ebeling Insurance; Robin Edgar, Edgar
 Latenz Ford; John Hardinger, Dr. John Hardinger; Tom
 Paul Gold, Dimensional Graphics; Gary Lafrenz, Don
 Interiors; Dan Terek, Digital Telecommunications, Inc.;
 Diamond Vogel Point; Diane Buss, Diane K. Buss
 Bradley Price, DeVries, Price & Deavenport; Tom Ball,
 Inc.; Randy Deteman, Deteman Electric Company; C.
 Construction; Bob Lemon, Decker Sporting Goods;
 Steve Watts, D & S Trailers; Dale Snyder, Dean Snyder
 Grahm; David Lane, D & D Printing & Custom Signs;
 Conditioning Company; Jerry Currie, Curries -
 Park Distribution Centers; Barry Wynn, Culligan Water
 Skoff, Craig Skoff Architects; Chuck Retzold, Crescent
 Lemcke, Community National Bank; Brian Bonvort,
 Kent Apartments; Jim Wright, Comfort, Inc.; Bob
 Atgos, Cerro Gordo Abstract; Dr. Richard Haas,
 Offices; Lucy Brunner, Century 21 Preferred; Jeanne
 Central Park Dentistry; Ronald Masters II, Central Park
 & Curtis Oil, Inc.; Mike Bergan, Call-U-Byte; Jay Lal,
 Steve Ruzek, Brown's Shoe Fit Co.; Mike Butler, Butler
 Electric, Inc.; Mark Stanton, Boxes Unlimited, Inc.;
 Hardin, Blackmore Nursery, Inc.; Brian Blazek, Blazek
 Randy Crum, Bergland & Crum Architects; Mary
 Agency, Inc.; Fred Greder, Benchmark Agribusiness;
 & Loucher, DDS; Denny Becker, Becker Insurance
 Bruce Mastin, Bank of America; Blake Barne, Barne
 Ryerson, Auto Edge, Inc.; Mick Baker, Baker Florist;
 Jerry Askeland, Askeland & Zibel, CPAs; Dan
 Inc.; Aaron Andrews, Andrews Restressed Concrete;
 Energy; Jim Marinos, American Realty & Management
 Inc.; Don Child, Air Care, Inc.; Larry Nielson, Alliant
 Marvin Borcherding, AgriCare Farm Management;
 Bang, 1st Insurance; Scott Blum, Accord Architects;
 Carlson Little; Tim Lucas; Darisuz Zawrtueha; Roger
 Kirk Cormogger; Denny Henningsen; Brad Johnson; Pam

MASON CITY ECONOMIC DEVELOPMENT CORPORATION

Annual REPORT

An overview of the accomplishments for the year 2003



Note from the President - Steve Gales

It has been an exciting year for the Mason City Economic Development Corporation; filled with many milestones. Just one year ago the groundbreaking for the Alliant Energy power plant was held. If you have driven by the site lately, you know that it is a beehive of activity, which has spilled over into the communities of Mason City and Clear Lake. We look forward to the completion of this project scheduled for spring of 2004.

Kraft Foods broke ground in early 2003 and recently opened a 108,000 square foot distribution center that extensively changed the landscape at their facility on 12th Street on the north side of Mason City.

We recently broke ground on the new Golden Grain Energy ethanol production plant, which will open up the south side of Mason City for developmental opportunities along the Avenue of the Saints.

I.C. System built a new facility and added many new jobs. Sunny Fresh Foods expanded for the second time since coming to Mason City. These projects have all been detailed before in other articles, but I wanted to mention them one more time before we move on to a new year. We competed for all of these projects against other communities and came out the victor.

I say this, not to blow our own horn, but rather to emphasize again that successful economic development doesn't just happen in today's hyper-competitive world. It happens because we have a tremendous community and workforce to sell. It happens because local leadership of these companies supports the community. It happens because the elected leadership of our communities and staff are working together toward a common goal.

We have many other accomplishments to recount over the past year as well. Our marketing partnership with Clear Lake, the Clear Lake Economic Development Corporation, Cerro Gordo County, North Iowa Area Community College, and Mason City continues to progress.

Our staff participated in several Sell Iowa trips nationwide in partnership with the Iowa Department of Economic Development. We visited Washington DC to meet with our legislators and federal government officials. We joined the Mason City Chamber of Commerce in supporting membership in the Iowa Chamber Alliance to help Iowa become more competitive economically.

Again, our fundraising campaign had record-breaking results with over \$135,000 in private investments and our total investor list hit 180!

I would like to thank the MCEDC staff for their stellar efforts this year. I'm not sure that I can come up with enough adequate adjectives to express the appreciation that the board and I have for their efforts. I will simply say, thank you Dan Culhane, Ken Bales and Beth Groesbeck.

I also want to thank departing board members Karmen Shriver and Ken Petersen. Karmen did extensive work for our marketing committee among other things and Ken helped greatly with the development and maintenance of our speculative building.

We welcome to the board Jacquelyn Arthur and Larry Elwood.

I will take this opportunity to thank my fellow board members for their efforts and guidance this past year. We did guarantee that our efforts would not decline. I make the same promise for the coming year.

You should know that at a recent meeting one of the leaders in the Iowa House of Representatives referred to Mason City as one of the "hot spots" for economic development in the State of Iowa. We agree, and with your help we can make 2004 another banner year for development in North Iowa.



Executive Director's Report – Dan Culhane

In the business of representing a community in the competitive world of economic development, one of the most effective things a development organization can do is provide timely, accurate information to site selectors and potential clients.

The Mason City Economic Development Corporation staff has been updating the information of the Mason City community on the State of Iowa's database system for the last few months and we are finally at a point that I am pleased to say it is online and operational.

The LocationOne Information System (LOIS) is an internet-based application designed by Aquila to publish state, county, metro, locality, building and site information. LOIS is in compliance with the Site Selection Data Standards published by the International Economic Development Council. The standards consist of 25 tables containing approximately 1,200 data fields for state, county, metro, locality, building and site profiles.

Updating the information on LOIS will not only provide the state with current information on Mason City demographics, buildings, and sites, but it can also be seamlessly integrated into local websites so this current information is available to everyone. This makes LOIS a one-stop data entry point, ensuring that everyone has the same information, the correct information and the current information.

The data requested in the system is very specific, including demographics, labor force, education, transportation, utilities, quality of life, government, available sites and available buildings. Each of these sections is further broken down into date points that are designed to help a site selector accurately compare states, communities, buildings and sites.

At this point, the MCEDC has populated practically all of the data points for the community. At this time county-wide data is not accessible, but once it is, we will work with the Clear Lake Economic Development Corporation through the North Central Iowa Growth Partnership to populate the fields to clearly represent Cerro Gordo County as well.

Our website, www.masoncityedc.com has been fully integrated with the LOIS program. By doing so, this enables the MCEDC to maintain a website for a fraction of the cost because all information is on one database. Any changes to buildings, sites, etc. can be made by simply logging onto the database administration site. The changes then are immediately available to everyone in the state, including the Iowa Department of Economic Development, Alliant Energy, and other service providers.

The effective and efficient use of the LOIS database system will help the Mason City Economic Development Corporation remain competitive, keep our information current and in front of our partners in economic development and provide us with a system that can be used to cost-effectively market our area.



Pictured from left to right is Ken Bales, Development Specialist; Dan Culhane, Executive Director; and Belh Groesbeck, Administrative Assistant

The staff of the Mason City Economic Development Corporation would like to thank the people and organizations that have made 2003 a successful and prosperous year.

We look forward to working with our many partners to make 2004 another successful journey for the Mason City and North Iowa communities.

Our best to all for a joyous holiday season.

The Board of Directors would like to thank Karmen Shriver and Ken Petersen for their service to the MCEDC. Both Karmen and Ken's terms expired at the end of September. Both have been instrumental in the evolution of the MCEDC. Thanks to both of these community-minded individuals for the service and leadership they have provided to the direction of the MCEDC.



Karmen Shriver



Ken Petersen

Mason City's Deadra Stanton - Our Annual Meeting Speaker



The Mason City Economic Development Corporation is proud and pleased to have Deadra Stanton keynoting our meeting this year. Deadra is a frequent presenter and motivational speaker for numerous audiences across the United States. Her humorous style and up-beat presentations make her a versatile and sought after speaker.

Deadra is a teacher of English, Speech, and Theatre at Mason City High School. She is an honor graduate of Mankato State University in Mankato, Minnesota. With majors in Speech Communications, Theatre Arts, and Business Administration, she brings a diverse background to the podium. Her husband Mark is the owner of Boxes Unlimited, Inc., here in Mason City. She and Mark have two children, Sarah, a graduate of the University of Iowa, and Nathan, a professional Hockey Official.

The Board of Directors thanks Deadra for taking time from a busy work schedule to bring her message to our meeting today.

Board Member PROFILES

Larry Elwood, owner of Larry Elwood Construction Company in Mason City, is coming onto the MCEDC Board of Directors for his first term. He replaces Ken Petersen who served the maximum of two, three-year terms.



He has been an active volunteer for the MCEDC and instrumental in the annual fundraising campaign for the last several years.

Larry has been in the business of residential home and commercial construction for over 28 years. His company has been named "Best Home Builder" for the past four years and is the owner and developer of an area called The Fairways, which features upscale single-family dwellings and condominiums. Larry and Zelda are real estate agents for American Realty & Management in Mason City. Larry serves on many boards and organizations, some of which are his church building and grounds committee, Mason City Country Club House Committee, Mason City Enterprise Zone Commission and Annexation Steering Committee.

Larry and his wife Zelda are natives of Mason City. They have two sons, Troy and Trevor. Larry enjoys spending time outdoors golfing, fishing, hunting and spending time with his family. Larry looks forward to serving on the MCEDC and feels his background will be an asset in working to promote and improve Mason City.

Jacquelyn Arthur is a partner at Laird Law Firm, P.L.C. in Mason City. Jacquelyn came to Mason City in 1985 after graduating from the University of Iowa College of Law. She received her undergraduate degree from Iowa State University in 1992. Jacquelyn practices in the areas of real estate, business, and estate planning.



Jacquelyn has served on the Habitat for Humanity of North Central Iowa Board of Directors. She is currently vice-chair of Good Shepherd Health Center Board of Directors. In addition, Jacquelyn is a member of the Judicial Magistrate Nominating Committee for Cerro Gordo County.

Through her practice, Jacquelyn has worked with a number of Developers. She has seen first hand the challenges Developers face in trying to invest and expand Mason City. She believes cooperation between the MCEDC, the City and Developer is necessary to attract new and expand existing businesses.



Golden Grain Energy – U.S. Senator Charles Grassley was the keynote speaker as Golden Grain Energy broke ground for their \$56 million project on October 10th marking the beginning of a 15-18 month construction process that will result in a state-of-the-art ethanol production facility that will produce 40 million gallons of ethanol annually. The project will create 32 jobs, add \$1.2 million in tax revenue, and a premium of 5 cents per bushel of corn produced by North Iowa farmers.



Kraft Foods Opens New Distribution Center – The new 108,000 square foot refrigerated distribution center was built to handle increased production capacity and will be operated by Crescent Park Distribution Centers of Cincinnati, Ohio. According to local Kraft manager, John Michel, the efforts of the Kraft workforce in Mason City and the community's progressive commitment to existing industry, made the decision to construct the facility and secure Kraft's presence in Mason City an easy one.



I.C. System Opens New Office Facility – Minnesota based I.C. System, a national collections company, expanded into a new 20,000 square foot office building in Indianhead Park in September of this year and will increase their workforce to 350 people, up from the 150 they employed in their previous space at First Citizens National Bank.



Alliant Energy Power Plant – The facility, known as the Emery Generating Station, is ahead of schedule according to Alliant Energy officials and has had as many as 900 construction workers on site throughout 2003. With the project anticipated to be complete by June of 2004, the plant will generate 500 megawatts of power annually and employ over 30 people.



NCIGP Marketing Effort – Officials from Cerro Gordo County, the Clear Lake Economic Development Corporation, North Iowa Area Community College, and the Mason City Economic Development Corporation, along with the City's of Clear Lake and Mason City formally announced the formation of joint marketing in September of 2003. This partnership will serve as the marketing organization for both communities and the county, as the groups market the county as one market.