

# IOWA ECONOMIC DEVELOPMENT AUTHORITY FY 2026 OPERATIONAL PLAN

This operational plan is tied to the Iowa Economic Development Authority  
& Iowa Finance Authority FY 2025-FY 2027 STRATEGIC PLAN



## MISSION STATEMENT

**CREATE OPPORTUNITIES FOR IOWANS, COMMUNITIES, AND BUSINESSES TO THRIVE.**

## VISION STATEMENTS

**MAKING IOWA THE CHOICE FOR PEOPLE AND BUSINESS.**

## ORGANIZATIONAL STRUCTURE

The organizational structure of the Iowa Economic Development Authority is outlined in the IEDA IFA Org Chart 4.8.25 See **Appendix A**.

## OPERATIONAL GOALS

**BUILDING A CULTURE IN WHICH BUSINESSES CAN PROSPER:** Develop policies that support our key industry sectors where we can scale wealth: Advanced manufacturing, biosciences, insurance/ financial services, information technology and educational technology.

**BUILDING COMMUNITIES WHERE PEOPLE WANT TO LIVE AND VISIT:** Focus on housing, water quality, energy, rural revitalization, downtown districts, tourism, and quality of life initiatives.

**RAISING THE STANDARD OF LIVING FOR IOWANS:** Create communities, places and jobs for our citizens to thrive. This includes first time homebuyers, families, young professionals and tourists.



## ACTION ITEMS AND OUTCOME MEASURES

The following action items and measures are tied to the operational goals and will be used to measure progress.

Program	Program Description	Action Item	FY 2026 Outcome measure/Key Performance Indicator (KPI)
<b>BUSINESS DEVELOPMENT</b>			
State Targeted Small Business (TSB) program	Assists women, individuals with minority status, service-connected disabled veterans and individuals with disabilities to overcome some of the hurdles to start or grow a small business.	Certify new TSBs to allow program participation	120
		Recertify existing TSBs to allow continued program participation	130
High Quality Job Creation (HQJC) program	Provides qualifying businesses assistance to offset some of the costs incurred to locate, expand or modernize an Iowa facility.	Assist with creating high quality jobs in Iowa	1500 jobs
		Assist with retaining high quality jobs in Iowa	223 jobs
		Leverage capital investment in Iowa's economy	\$2.363 billion in capital investment
		Incentivize projects with high wages for Iowans	average project wage of \$23.95 per hour plus benefits
Renewable Chemical Tax Credit program	Incentivizes the production of 30 high-value chemicals derived from biomass feedstocks.	Assist with funding the production of chemicals	57 million lbs. in chemicals
Qualifying Business Tax Credit	Tax credits to increase the availability and accessibility of venture capital, particularly for ventures at the seed capital investment stage.	Facilitate investment in Iowa at the seed investor stage.	\$2,000,000 investment  *Program currently has a waitlist through 2025.
Innovation Fund Tax Credit	Tax credits to created to stimulate venture capital investment in innovative Iowa businesses.	Award tax credits to encourage investment	\$2 million invested in Iowa businesses by certified funds
Innovation Entrepreneurial Investment (EIA) program	Promote the development of start up businesses in Iowa.	Make awards to increase the number of entrepreneurs in Iowa	5% increase
		Increase number of referrals from EIA awardees to innovation state assistance programs	5% increase

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Manufacturing 4.0 program	Grants to assist small- and mid-sized enterprises with the adoption and integration of smart technologies into existing operations in the state.	Make awards to increase in the number of units produced in completed projects	60% increase
		Report an increase in annual revenues in completed projects	Increase in 80% of completed projects
Insurance Development/ Insure your Future	Provides an opportunity targeted at college freshmen and sophomores to gain experience in Iowa's insurance industry	Secure insurance companies to participate in the Insure Your Future internship program	25 companies
		Meet with insurance companies to encourage additional growth and reinvestment in Iowa	25 companies
		Secure students to participate in the Insure Your Future internship program	70 students
Employee Stock Ownership Plan (ESOP) Assistance program	Helps Iowa business owners complete the first step of setting up an ESOP - a feasibility study conducted by an independent financial professional.	Assist businesses with the creation of ESOPs	3 new companies
Major Economic Growth Attraction(MEGA)	Provides financial assistance to large development projects with substantial investment in Iowa	Award incentives to that will have a substantial impact on Iowa's economy	2 projects before January 1, 2027
Certified sites	Provides certification that site is development ready. The Iowa Rural Certified Site Initiative (IRCSI) was created during the 2024 legislative session to facilitate the development of shovel-ready locations in rural Iowa.	Certify sites in the 88-least populated counties	2 certified sites with overall goal to establish 2 new sites in each congressional district
Core Function - Business attraction, expansion and investment	Attract investment to Iowa	Attend in-person meetings with businesses in our targeted sectors to increase engagement in key states (includes TX, IL, MN and CA)	Increase engagement by 10%

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State Small Business Credit Initiative (SSBCI) - Small Business Collateral Support Program	The State Small Business Credit Initiative (SSBCI) is a \$96 million investment in growing Iowa's small businesses, startups and manufacturers. The funding is available through the U.S. Treasury Department.  The SSBCI Review Committee reviews and scores some applications with the purpose of making a recommendation to the Executive Director of IEDA for final approval of awards.	Provide businesses funding for collateral gap needed to secure a loan through a commercial lender for loans	30% of all awards to rural business owners.
State Small Business Credit Initiative (SSBCI) -Venture Capital Co-Investment Fund		Leverage private funds to support entrepreneurship	Average 1:3 public: private leverage ratio across all new transactions
State Small Business Credit Initiative (SSBCI) - Manufacturing 4.0 Loan Participation Program		Partner with lenders throughout Iowa to assist manufacturers through loan participation	5 new companies assisted
State Small Business Credit Initiative (SSBCI) - IEDA Innovation Continuum		Increase funding opportunities for entrepreneurs	Award 20% of funds to rural business owners
BUSINESS DEVELOPMENT - INTERNATIONAL			
International export assistance	Programs to support export efforts of eligible small businesses in Iowa.	Secure new companies to use IEDA services	20 new companies
		Measure company satisfaction scores on trade development and export growth scores	Satisfaction score of 4 or higher
Foreign representation	Facilitate foreign investment into Iowa	Facilitate company sales interactions in defined IEDA trade regions that lead to international export/trade development for Iowa	50 company sales interactions
		Increase number of trade leads and contacts that result in international business development for Iowa companies	10% increase

Program	Program Description	Action Item	FY 2026 Outcome measure/Key Performance Indicator (KPI)
International Trade/ Partner State program	Managing Iowa's partner state relationships and the government and business-related exchanges associated with these entities and collaborating with IIC to facilitate cultural and educational connections.	Engage Partner States in program activities	80% of Partner States participating
<b>TOURISM &amp; MARKETING</b>			
Tourism Office	Promote and support Iowa's tourism industry.	Assist with generating state and local tax revenue as a result of tourism	\$1.2 billion in state/ local taxes
			5% increase in visitor spending from previous year
Regional Sports Authority Districts	Promote tourism in Iowa by funding projects tied to the active promotion of nonprofessional sporting events in the state.	Host attendees at funded events	500,000 attendees
		Generate hotel/motel room nights associated with funded events	100,000 hotel/ motel nights
IEDA Strategic Marketing and Communications Plan	Attract/ retain Iowans through promotion of Iowa's business climate, quality of life, and its special places/experiences to help drive economic growth through business and community development and visitor spending.	Secure leads	1,000 annually
<b>ENERGY</b>			
Energy Infrastructure Revolving Loan fund	Provides low-interest loans for energy infrastructure projects that facilitate electricity or gas generation, transmission, storage or distribution.	Make awards to energy infrastructure projects	3 awards
		Increase number of marketing and technical assistance meetings and events implemented by IEDA staff	20% increase

Program	Program Description	Action Item	FY 2026 Outcome measure/Key Performance Indicator (KPI)
Iowa Energy Center grant program	Provides grants to eligible applicants for projects that provide a benefit to Iowa ratepayers	Host outreach events/ presentations to organizations representing private industry	3 outreach events/ presentations
	The Iowa Energy Center Board is appointed by the Governor and oversees, approves and provides direction and implementation of programs established by the Iowa Energy Center. The board will oversee the center in the development of a budget, policies and procedures, funding of grant proposals, and in matters relating to program planning and review.	Increase number of awards made to implementation ready projects	100% increase
State Heating Oil and Propane Program (SHOPP)	Collects state-level residential heating oil and propane price data, primarily during the winter heating season, to help track market developments and inform state governments.	Perform weekly surveys of propane and heating oil retailers and share reports with other state agencies.  *IEDA has an MOU with IDALS to carry out these tasks	25 weekly surveys (A survey a week for 25 weeks)
Grid Resiliency program	Provides funding to support efforts to improve the all-hazards resilience of the electric grid and reduce the frequency and duration of outages.	Obligate available federal funds to subrecipient agreements for grid resilience improvements	75% of available funds  <i>Note: the earliest proposed completion date for projects funded by this program is February 2026, so we will likely not see a change in the number of outages or time to repair outages until projects are completed.</i>



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State Energy Program Formula	U.S. Department of Energy (DOE) provides funding for states to enhance energy security, advance state-led energy initiatives, and increase energy affordability by advancing energy technologies in Iowa and updating the state Energy Security Plan	Participate in workshops/ training/ education sessions to share information with partners	Attend or host 10 workshops, training and education sessions related to energy security and increasing energy affordability
State Energy Program (Bipartisan Infrastructure fund)	Federally funded rebate programs for home energy efficiency and electrification projects.	Participate in workshops/ training/ education sessions to share information with partners	Attend or host 4 sessions
<b>COMMUNITY DEVELOPMENT</b>			
Downtown Development and Main Street Iowa	The Downtown Resource Center educates on the importance of downtown development and provides programming and strategies to make downtown more viable.	Provide resources to assist in creating new jobs in Iowa downtown districts	500 new jobs
		Leverage private investment in designated Main Street districts	\$150 million leveraged
		Provide technical resources to assist in creating new businesses in designated Main Street districts	120 new businesses
		Provide technical resources and services from the Iowa Downtown Resource Center	Impact 200 communities
		Provide funding to assist with downtown housing units	50 new housing units
		Leverage local investment through Iowa Downtown Resource Center funded projects	Leverage a 1:1.25 ratio
		Provide funding to assist with projects that increase property valuation in Iowa downtowns	25% valuation increase
Community Attraction and Tourism (CAT) program	Provides grant funds to assist projects that provide recreational, cultural, entertainment and educational attractions.	Fund projects in counties that have not had a state investment in recreational, cultural, entertainment or educational amenity in the previous 5 years	5 new projects

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Destination Iowa	Provide grants to help communities move forward on transformational, shovel-ready attractions to increase visitors and new residents to Iowa.	Provide funding to increase tourism spending and tourism-generated income per household by 10% in the counties awarded	Increase by 10% in the counties receiving awards
		Provide funding to increase number of new Primary Destinations in the state	Increase by 3
Reinvestment Districts	Assists communities in developing transformative projects that improve the quality of life, create and enhance unique opportunities and substantially benefit the community, region and state.	Increase spending on visitor lodging and retail in the county of approved districts	10% increase
Community Development Block Grant (CDBG)	Provides funding to communities to assist with infrastructure and development projects with a focus on benefit to low and moderate income persons.	Provide funding rehabilitate downtown building facades	40 downtown building facades
		Provide funding to serve individuals through improved water/sewer infrastructure	50,000 individuals
		Provide funding to assist with development of community facilities in Iowa communities	600 individuals
		Process correctly submitted CDBG reimbursement claims within 30 days	100% of claims
Nuisance Property and Building Remediation fund	Provides financial assistance to help communities demolish or remediate buildings and structures that are a hazard to public health and safety.	Award funding to remediation projects in communities	Award 2 new projects
		Encourage private/ local investment	Leverage 15% non-state investment in each awarded project
Endow Iowa Tax Credit	Provides tax credits to donors to qualified community foundations	Issue tax credit certificates to qualified donors	Issue 100% of tax credit certificates by May 1
		Award grants from Endow Iowa qualified fund (Community Foundations)	\$22 million in awards
		Encourage gifts to Endow Iowa qualified funds (Community Foundations)	Receive \$24 million in gifts



Program	Program Description	Action Item	FY 2026 Outcome measure/Key Performance Indicator (KPI)
Redevelopment Tax Credit	Tax credits for redeveloping properties known as brownfield and grayfield sites.	Award tax credits for underutilized industrial or commercial properties	Award 100% of available tax credits
		Increase property valuation of funded, complete projects	25% increase in property valuation
		Leverage private investment in brownfield and grayfield sites	\$10 of private investment for each \$1 awarded
Historic Preservation Tax Credit	Provides tax credits to encourage the reuse of historic properties, while retaining historic character-defining features.	Review Part 1, Part 2 and Part 3 applications before the review due date	Complete review of 80% applications before the due date
		Increase property valuation of funded, complete projects	25% increase in property valuation
		Leverage private investment in historic preservation projects	Leverage \$4 of private investment for each \$1 of tax credits awarded
		Award tax credits to eligible historic preservation projects	Awards to 15 projects
Empower Rural Iowa: Iowa United First Aid (IUFA)	Programs to assist rural communities through programming including child care and housing planning, EMS response, community development technical assistance and leadership and innovation initiatives.	Recruit and train individuals	45 individuals
Empower Rural Iowa: Employee Ownership Initiative		Assist businesses with succession planning	Assist 5 businesses
		Host Continuing Legal Education presentations developed on business succession planning topics	2 presentations
Empower Rural Iowa: Leadership Programming		Launch new leadership programs	5 new programs
Empower Rural Iowa: Building Ownership & Organization by Strengthening Teams (BOOST) Programming		Provide technical assistance to communities to identifying and implementing action steps to growth	Increase communities assisted by 100%

Program	Program Description	Action Item	FY 2026 Outcome measure/Key Performance Indicator (KPI)
Empower Rural Iowa: Childcare Planning grant	Programs to assist rural communities through programming including child care and housing planning, EMS response, community development technical assistance and leadership and innovation initiatives.	Provide grant funds to communities for child care planning	3 awards to rural communities
Empower Rural Iowa: Housing Readiness Assessment Grant Program		Provide grant funds to communities to determine assessment readiness	3 awards to rural communities
Empower Rural Iowa: Innovation Grant program		Provide grant funds to support creative ideas that address current issues and challenges faced by rural communities associated with the themes of community investment, growth, and connection	10 awards
Iowa Arts Council	Provide technical and financial assistance to support arts and culture in Iowa communities.	Provide training, assessments and technical assistance to more communities	25% increase in communities
		Provide lowans with career development support	10% increase in lowans receiving career development support
		Measure program participant satisfaction scores	80% or above satisfaction score
Council of Governments (COG) Assistance	State assistance provided to Iowa's Councils of Governments	Provide pass through funding to COGs to leverage federal and state grants for local communities	Measured by COG Impact Map, which is updated annually.

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World Food Prize	Pass through appropriation to the World Food Prize.	Bring international, national and Iowa food-security experts, agribusiness leaders, policy makers, ministers, Heads of State and students from at least 55 countries to the annual Borlaug Dialogue and Global Youth Institute in Des Moines, resulting in at least \$800,000 direct economic impact for Iowa.	1,000 experts
		Grow the number of World Food Prize Youth Institutes, promoting youth education in agriculture and inspiring the next generation of agricultural innovators and scientists.	5% increase
		Grow the number of Iowa high school students participating in the Iowa Youth Institute	5% increase
		Welcome visitors to the Hall of Laureates through public/private tours and events in an effort to educate Iowans and non-Iowans about Dr. Norman Borlaug and Iowa's many other agricultural and humanitarian heroes.	15,000 visitors
		Implement all-expenses paid summer internships for high school students to experience agricultural and cultural enrichment at agricultural research centers around the world.	14 international internships
COMMUNITY DEVELOPMENT - HOUSING			
Workforce Housing Tax Incentive program	Provides tax benefits to developers to provide housing in Iowa communities, focusing especially on those projects using abandoned, empty or dilapidated properties.	Provide tax credits to develop/ rehabilitate units in urban communities	1,000 housing units
		Provide tax credits to develop/ rehabilitate units in small cities, as defined by the program	500 housing units
		Provide tax credits to projects that have not previously received a program award	3 new counties

## APPENDIX:

### **IEDA IFA Org Chart 4.8.25**

#### IEDA BOARD OF DIRECTORS

The Iowa Economic Development Authority (IEDA) Board is appointed by the Governor and acts on administrative rules, approvals to contract, applications for state incentive programs, among other items.

In addition to 11 appointed members, the board includes six ex-officio members, comprised of four state legislators (two senators, two representatives), one president of a private college or university, one president of a community college and a Board of Regents representative.















