



A visual story about what we do.

THE LOOK **BOOK.**

LET'S SHAPE YOUR NEXT CHAPTER.

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ADVANCE IOWA | 2025

MARKETING COLLATERAL | OVERVIEW

“

To navigate the tides of change and achieve lasting growth, businesses must embrace innovative solutions that foster seamless transition and adaptability.”

Todd E. Hutcherson
Director of ADVANCE IOWA

WHO WE ARE.

ADVANCE IOWA successfully serves businesses within Iowa and on a national level under the Business and Community Services (BCS) umbrella at the University of Northern Iowa (UNI). Our journey began over a decade ago, rooted in the belief that shared knowledge and resources empower impactful decision-making. We recognized that clear objectives and the right tools are essential for providing direction and momentum toward success. These foundational principles continue to shape our business solutions and outreach programs, fostering growth and facilitating seamless transitions. Our dedicated team is committed to inspiring, educating, and guiding clients as they pursue their goals, ensuring the sustainability of their businesses and communities for future generations.

SOLUTIONS MATTER.

BUSINESS GROWTH

In collaboration with the UNI Center for Business Growth & Innovation (CBGI), we assist businesses in identifying unique challenges and opportunities at any operational stage. Recognizing the significance of current state and market analysis, we offer strategic planning and educational workshops aimed at technology integration, diversification, sustainable practices, and more. Our approach not only enhances performance metrics but also empowers organizations to implement effective management systems and tools that drive long-term business value.

BUSINESS TRANSITION

Business valuations and succession planning ensure the longevity and stability of a company. Without a plan, the business owners, employees, and community can be negatively impacted. Together, with the plan, the business owners, employees, and community can be positively impacted. Education, and Iowa Center for Employee Ownership (IA-CEO), we are able to offer expert guidance, education, and resources that safeguard the continuation of the business. We help businesses by providing support, resources, and assistance to implement effective, sustainable strategies.

OUTREACH PROGRAMS

OPERATIONAL EXCELLENCE <ul style="list-style-type: none"> • Performance Metrics • Strategic Planning • Business Systems • Management Tools 	KILLS DEVELOPMENT <ul style="list-style-type: none"> • Leadership Development • Leader Roundtables • Workshops & Seminars • Resource Library 	EVENTS & NETWORKING <ul style="list-style-type: none"> • Conferences • Tours & Site Visits • Process Optimization • Assessments
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OUR IMPACT.

Project work with **170 businesses,**
impacting 5,692 employees
across the state in all regions and industries.

Assisted **91 Iowa companies**
and conducted **23 seminars**
or presentations related to
succession planning and employee ownership throughout Iowa.

Hosted and supported **46 networking, educational, and business assistance** workshops or events.

LET'S TALK!

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FLYERS &
INFORMATION



ADVANCE BUSINESS GROWTH

To successfully navigate change and achieve lasting growth, businesses need to adopt innovative solutions that ensure smooth transitions and adaptability.

INSPIRING.

Todd E. Hutchinson
Director of Business Growth

BUSINESS GROWTH SOLUTIONS

At ADVANCE **IOWA**, we are dedicated to promoting business growth by helping organizations identify unique challenges and opportunities at any operational stage. Recognizing the importance of current state and market analysis, we offer strategic planning and educational workshops. Our business growth-focused solutions ease the challenges of Industry 4.0 technology integration, implementation, and execution. With our comprehensive assessment tool, these innovative steps become feasible, clear, and sustainable.

Our approach enhances performance metrics and empowers businesses to implement effective management systems and tools, driving long term value and success. Our dedicated team is committed to inspiring, educating, and guiding clients as they pursue their goals, ensuring the sustainability of their businesses and communities for future generations.

WE EMPOWER YOUR SUCCESS

-  **PROVEN EXPERIENCE**
Our team of seasoned professionals brings years of experience and a track record of success in various industries.
-  **HOLISTIC APPROACH**
We offer a comprehensive suite of services that address every aspect of business growth and skill development.
-  **CUSTOMIZED SOLUTIONS**
Our programs are tailored to meet the unique needs of your organization, ensuring maximum impact and ROI.

FACTS COUNT

- COMPANIES THAT IMPLEMENT SIX SIGMA METHODOLOGIES SEE AN AVERAGE OF 50% IMPROVEMENT IN PROCESS EFFICIENCY.**
- ORGANIZATIONS THAT INVEST IN LEADERSHIP DEVELOPMENT ARE 2.4 TIMES MORE LIKELY TO HIT THEIR PERFORMANCE TARGETS.**

By partnering with us, you are investing in a future of sustained growth and excellence. Explore our outreach programs and business transition solutions for additional support.

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GREENH SOLUTIONS ADVANCE IOWA

STRATEGIC PLANNING ESSENTIALS

Understand strategic planning through group presentations. Develop and implement plans that align with long-term objectives, ensuring every action supports overarching goals.

STRATEGIC PLANNING MASTER WORKSHOPS

Join personalized, in-house workshops focused on strategic planning, implementation, and execution. Develop tailored strategies with our experts to align actions with company goals.

LEADERSHIP DEVELOPMENT & TRAINING

Boost leadership skills through targeted programs and resources. Improve culture and performance by fostering an ownership mindset aligned with business success.

SIX SIGMA

Master Six Sigma methodologies to enhance process efficiency and achieve certification for professional growth. Learn to identify and eliminate defects in processes.

LEAN TRAINING

Adopt lean management principles to eliminate waste and improve process efficiency. Streamline operations, reduce costs, and enhance value delivery to customers.

CONTINUAL IMPROVEMENT

Implement continuous improvement strategies to optimize business processes and drive sustainable growth. Utilize tools like Kaizen and PDCA (Plan-Do-Check-Act).

TECHNOLOGY INTEGRATION

Our programs provide insights into advanced technologies, focusing on business feasibility and sustainability. Enhance efficiency, reduce costs, and drive growth with cutting-edge practices.

ASSESSMENT MANAGEMENT

Identify key growth factors and evaluate your business environment and capabilities. Assess current status, future goals, and required skills to guide development and stay on track.

PERFORMANCE METRICS

Establish and monitor key performance metrics to drive operational excellence and business success. Set **SMART** goals and use data analytics to track progress.

SYSTEMS MANAGEMENT

Utilize management tools for effective business systems management and process optimization. Implement ERP systems and other software solutions to integrate and streamline operations.

PROJECT MANAGEMENT

Learn essential project management skills to lead projects successfully from initiation to completion. Our training covers methodologies like Agile, Scrum, and Waterfall.

RISK MANAGEMENT

Develop strategies to identify, assess, and mitigate risks to ensure business continuity and resilience. Leverage the latest technologies and innovative practices to stay ahead of the competition. Explore emerging trends and foster a culture of innovation.

Look for our CECREDITS symbol to identify specific educational programs, workshops, and events that offer **CONTINUING EDUCATION CREDITS**.

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“To successfully navigate change and achieve lasting growth, businesses need to adopt innovative solutions that ensure smooth transitions and adaptability.”

Todd E. Hutchinson
OWNER OF ADVANCE IOWA

TRANSITION SOLUTIONS

At ADVANCE IOWA, we are dedicated to facilitating smooth business transitions by helping organizations navigate succession planning, valuations, and employee ownership. Recognizing the importance of current state and market analysis, we offer strategic planning and educational workshops. Our transition-focused solutions simplify the complexities of these processes, making them clear, feasible, and sustainable.

Our approach enhances performance metrics and empowers businesses to implement effective management systems and tools, driving long-term value and success. Our dedicated team is committed to inspiring, educating, and guiding clients as they pursue their goals, ensuring the sustainability of their businesses and communities for future generations.

WHY CHOOSE US?



PROVEN EXPERTISE
Our team has extensive experience in succession planning, valuations, and employee ownership, ensuring you receive knowledgeable and reliable guidance.



COMPREHENSIVE APPROACH
From strategic planning to educational workshops, we provide a holistic approach that covers all aspects of business transitions.



PROVEN RESULTS
Our approach enhances performance metrics and empowers businesses to achieve their goals, ensuring the sustainability of their operations and communities for future generations.

Education

Resources

Outreach

Guidance

Counselors

Let us help you navigate the complexities of today's business environment and successfully transition your business. Explore our programs for more tailored business solutions.

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PRESENTATIONS
Through dynamic, audience-focused talks, expert speakers offer valuable insights on business transitions, succession planning, and employee ownership.



WEBINARS & PODCASTS
Access expert insights and practical advice on business transitions and employee ownership through convenient, pre-recorded and live online sessions.



EARN CE CREDITS
Earn Continuing Education (CE) Credits while expanding your knowledge and skills at qualifying, expert-led workshops, seminars, and events.




EMPLOYEE OWNERSHIP
Explore employee ownership options with expert guidance tailored to your business's unique needs and long-term goals.



ESOP PRE-FEASIBILITY STUDY
High-level analysis of company finances to evaluate the potential net benefits of pursuing an ESOP to give direction before engaging a feasibility study consultant.



WORKER COOPERATIVE DEVELOPMENT
Guidance on transitioning to a worker-owned cooperative offering the selling owner a buyer while giving employees a stake in the business and a voice in decision-making.

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ADVANCE IOWA

business solutions

Our **OUTREACH PROGRAMS** are tailored to meet the unique needs of businesses, ensuring that participants gain practical skills and knowledge that can be immediately applied in their professional roles

EDUCATING &

OUTREACH PROGRAMS

In today's rapidly evolving business landscape, continuous education and skill development are crucial for sustaining growth and navigating transitions. **ADVANCE IOWA** developed comprehensive outreach programs that are designed to equip professionals with the knowledge and skills needed to thrive at every phase of the business life cycle. From engagement and planning sessions to advisory consultations, seminars, and workshops, we offer a diverse range of opportunities to enhance your capabilities and **drive your business forward**.

BENEFITS OF CHOOSING US



COMPREHENSIVE PROGRAMS

Our outreach initiatives cover a wide spectrum of educational and skill development needs, including engagement and planning sessions, advisory consultations, seminars, webinars, presentations, and workshops. Each program is designed to address specific challenges and opportunities, ensuring a holistic approach to professional growth.



EXPERT GUIDANCE

Our team of experienced professionals provides personalized advice and insights, helping participants navigate their educational journeys with confidence. With a focus on accountability and continuous improvement, our advisory sessions and consultations ensure that you receive the support needed to achieve your goals.



NETWORKING OPPORTUNITIES

Through peer groups, conferences, and tours/site visits, we facilitate valuable networking opportunities that foster collaboration and knowledge sharing. These interactions help build strong professional relationships and open doors to new business opportunities.

Join us in empowering your team with the skills and knowledge needed to excel in today's competitive environment. Be sure to inquire about our tailored business growth and transition solutions.

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ASSESSMENT & MGMT TOOLS

Evaluate the business's current status, future goals, and required skills. These insights guide development and ensure the business remains on track.



RESOURCE LIBRARY

A growing collection of educational materials, including articles, books, videos, and online resources, supporting business growth, transitions, and outreach.



CE CREDITS

Earn Continuing Education credits through some of our educational programs.

NETWORKING & EVENTS



LEADERSHIP PEER GROUPS

Leadership peer groups meet to share, discuss, and solve business-related issues, fostering knowledge sharing, collaboration, and continuous learning among participants.



CONFERENCES

We host an annual employee ownership conference and attend various networks conferences, offering discussions on trends, technology, business topics, and networking opportunities.



TOURS & SITE VISITS

Organized visits to relevant sites and institutions offering participants a firsthand look at best practices and innovative approaches in education and skill development.

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COLLATERAL | PRINT & DIGITAL MEDIA CREATION

The image displays three overlapping promotional flyers for ADVANCE IOWA business solutions. The top flyer is purple and white, featuring the ADVANCE IOWA logo and the text 'business solutions'. The middle flyer is white with orange and green accents, featuring icons for educating, guiding, advising, facilitating, and coaching, and the text 'ADVANCE IOWA Measure, Manage & Succeed!'. The bottom flyer is purple and white, featuring large statistics: '46+ EDUCATIONAL AND NETWORKING OPPORTUNITIES ACROSS THE STATE', '170 BUSINESSES IN ALL REGIONS & INDUSTRIES', and '5,692 EMPLOYEES, SHOWCASING OUR COMMITMENT TO FOSTERING PARTNERSHIPS & DRIVING GROWTH'. It also includes the text 'HOSTED & SUPPORTED' and 'COLLABORATED WITH'.

ADVANCE IOWA business solutions

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Innovation Director
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CENTER FOR BUSINESS
**GROWTH &
INNOVATION**

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LinkedIn icon, Facebook icon, QR code

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DVANCE IOWA business solutions

A COMPANY & THEIR MISSION

COLLECTIVE IMPACT | GROWTH PILLAR
STRATEGIC PLANNING SUCCESSSES

located in Des Moines, led Sue Greenwood. The sales, rosaries and other items, and other religious items. When the current owner joined the ownership team, employees set the goal to ensure the shops' future in Polk County by relocating and expanding the shop, enlarging its size from 800 to 1,200 sq. ft., at the current location on 5701 Hickman.

OUR APPROACH

Each engagement begins with listening. Through interactive group sessions—virtual or in-person—we guide teams using proven tools like SWOT frameworks, alignment matrices and decision scorecards to turn raw ideas into structured strategies. A brief overview of sessions 1-4:

- S1: Focus on clarifying organizational goals and uncovering pain points.
- S2: Customer journey mapping and market context.
- S3: Prioritizing high-impact initiatives through facilitated analysis.
- S4: A living strategic plan with milestones is created with roles, & accountability.

These sessions consistently deliver insight-driven plans that reflect each organization's values and ambitions.

STRATEGY REINVENTED

UNLOCKING FOCUS & ALIGNMENT

Forward-thinking organizations—whether scaling or shifting—choose our four-session strategic planning engagements for one reason: they work. From emerging ventures to established enterprises navigating change, these sessions provide structure, clarity, and actionable direction that builds lasting momentum.

When a mid-sized business sought expansion and workforce cohesion, they engaged our team for strategic guidance. Led by their center director—a seasoned program leader and improvement specialist—the facilitated sessions welcomed cross-departmental insights and created space for meaningful planning. The result? A strategic report that translated conversations into a unified, personalized roadmap.

“After our sessions, we didn’t just have a plan—we had united leadership and a clear roadmap.”
— Todd E. HUTCHINGSON

LET'S TALK!

INTERESTED IN DEFINING YOUR NEXT STRATEGIC CHAPTER? LET'S SHAPE IT

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CLARITY & ALIGNMENT

COLLABORATIVE MOMENTUM

ACTION-DRIVEN OUTCOMES

SUCCESS STORIES

IMPACTFUL RESULTS

SUCCESS STORY

SUCCESSFUL TRANSITIONS

Owensboro CONGRATULATIONS and the best of luck to the new owners! **Reinvented:** deserved retirement, focusing on family and personal interests. This successful transition has provided them with peace of mind and financial security.

CONTINUITY FOR CUSTOMERS

Loyal customers, in the Des Moines Metro Area, continue to enjoy the convenience of a local physical store, ensuring they can purchase their favorite products without resorting to online shopping from out-of-state businesses. This continuity has strengthened customer loyalty and community ties.

EMPLOYMENT PRESERVATION

The business transition preserved approximately 12 part-time positions, ensuring job security for existing employees. The retention of the store manager by the new owner has maintained operational stability and morale among the staff.

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SUCCESS STORIES

Our **mission** is to facilitate peer leadership decision-making forums, and educate members in leading edge business methods and topics, to help businesses move forward in an effective and purposeful way.

Who are ADVANCE Leadership Roundtable Groups for?

- Leaders of growing and established companies
- Entrepreneurs seeking a comprehensive overview of their organizations from a high-level perspective.
- Driven CEOs who value maximum productivity from their time and effort.
- Visionary leaders aiming for improved outcomes through strategic decision-making.
- Chief executives in search of honest and unbiased feedback, which can be challenging to obtain from employees, family members, or close friends.

“

Finding a **peer group** and working with them, intentionally and on a **regular schedule**, might be the **single biggest boost your career can experience.**

Seth Godin
Marketing Strategist and Author of 20 Breakthroughs

How will this improve my business?

- Increase Revenue
- Accelerate Growth
- Set Performance Benchmarks
- Bypass Obstacles
- Increase Profitability

What will attending a roundtable group do for me?

- Establish a Trusted Network
- Broaden Perspectives
- Build Decision-Making Confidence
- Sharpen Leadership Skills
- Increase Accountability
- Challenge Assumptions
- No more lonely at the top

When will the leadership groups meet?

Roundtables are being formed NOW!
Meetings will take place monthly at a time and day determined by table members.

Introducing our **ADVANCE**

Network. **CONNECTING** Leaders & Resources

for Executives!

...seeking
& challenged with...
in optimizing and simplifying workflows

SETS: Managing and harnessing the potential of data quality, security, and meaningful insights, along with the challenges of scaling IT infrastructure efforts.

the unique demands and complexities of expanding sales, cultural factors, and customer preferences.

ADVANCE Peer Group

tail (V) **PREMIER PEER GROUP MEETINGS**
Do like you!

Platform that fosters a GROWTH mindset, streamlines transformation.

insights, exchange ideas, and collaborate with other strategic challenges you face, including optimizing legacy landscapes.

and change within your organization. Embrace the role you play as an influential agent of transformation

Reserve your spot TODAY!

Premier package overview

ADVANCE PEER GROUP Premier Package	PREMIER
Business development model	✓
Modify investments	✓
Topical speakers & educational components	✓
Tours of members' businesses	✓
Annual conference (for education & networking)	✓
Member hosted destination events	✓
Customized meeting experiences	✓
Reduced fees on other ADVANCE ICWA programs	✓
Monthly membership fees billed annually average:	\$299/mo.

For more information visit
ADVANCEICWA.COM/ADVANCE-PEER-GROUPS

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Business & Community Services

For more information visit
ADVANCEICWA.COM/ADVANCE-PEER-GROUPS

Wonderful business that works...
MEASURE.
Manage & Succeed.

Take your business to the next level!

#1 FINANCIAL ANALYSIS, STRATEGY & APPLICATION WORKSHOP
 How do you understand your company's finances and how they affect your profitability in a given environment, we will work together to design and develop that understanding and develop an action strategy

#2 BUSINESS PEER GROUP
 We believe that the best learning and implementation happens through those around you. By joining a peer-to-peer group that is targeted at financial networking, you will be able to share insights, ideas, and challenges within a confidential environment

#3 ONE-ON-ONE BUSINESS COACHING ENGAGEMENT
 So, you've done the work, you've completed our workshop, and maybe you're even meeting with your peer group? Just personal business coach is ready to get the work done. Together, we will interview the business and strategize working to move your vision into the company to a conclusion

Let's WORK TOGETHER!

Get your business on the right track

Call today at 319.335.7273

Foundation for Change

standard professional premium

1 **CONNECT**
SCHEDULE A FREE VIRTUAL
DISCOVERY CALL TO EXPLORE
YOUR GOALS, STAKEHOLDERS, AND
COMMUNICATIONS NEEDS.

2 **PLAN**
WE BUILD A SCOPED SERVICE
PACKAGE—WHETHER IT'S ONE-TIME
SUPPORT, CAMPAIGN ROLLOUT, OR
ONGOING VISIBILITY.

3 **CREATE**
OUR TEAM DELIVERS STRATEGIC
MESSAGING, DESIGN ASSETS, AND
MATERIALS ALIGNED TO YOUR
AUDIENCE AND TIMELINE.

4 **LAUNCH**
YOU MOVE FORWARD WITH
ASSURANCE—BACKED BY A
COMMUNICATIONS PARTNER FOCUSED
ON CIVIC ENGAGEMENT AND RESULTS.

HOW WE WORK WITH YOU.

INFOGRAPHICS



**UNLOCK Your Industry 4.0 Value!
BEGIN Your Assessment TODAY!**

Todd E. Hachensow, Business Development Manager




Empowering Businesses by Driving Strategic Innovation & Growth

Are you looking to identify new growth opportunities and streamline your decision-making process to propel your business forward? In today's fast-paced business landscape, Industry 4.0 offers innovative solutions that can revolutionize the way your business operates. Our complimentary readiness assessment pinpoints strengths and areas for improvement within 12 technology pillars, unlocking the full potential of successful Industry 4.0 implementation.

✓ Comprehensive Evaluation

Identify and evaluate your business's readiness for Industry 4.0 with our readiness assessment. These technologies enhance efficiency, reduce costs, and improve product quality, giving your business a competitive edge with quicker responses to market changes and innovation.

✓ Tailored Recommendations

Industry 4.0 drives revenue growth by fostering the development of innovative products and services. Technologies such as IoT, AI, and big data analytics facilitate the creation of new business models, value-added services, and market expansions, resulting in increased revenue and market share.

✓ Future-Proof Your Business

Industry 4.0 is crucial for future-proofing your business. Failing to adopt these technologies risks obsolescence. Investing in Industry 4.0 ensures your business remains competitive and relevant as digital technologies advance.

KICK-OFF
COMPLETE THE ASSESSMENT



1
FOUR SIMPLE

2
STEPS TOWARDS

3
CONNECT

4
ACT

RESULTS: KPIs & BUSINESS VALUE

ASSESS
"READINESS" & EVALUATE RESULTS



ADVANCE ADVANTAGE

- Summary of Findings
- Key Opportunities
- Considerations
- Other Comments

Industry 4.0 Improvement
Implementation

- Operating Efficiency
- Equipment Effectiveness
- Product and Process Yield
- Capacity Utilization
- Inventory Management
- Asset Security
- Customization Improvement
- Throughput Enhancement
- Waste Turnaround
- Safety Enhancement & more...

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Enhanced Customer Experience

SCAN QR CODE

Register to receive your link to **KICK-START YOUR FUTURE**



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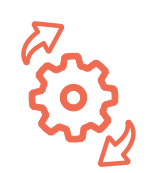
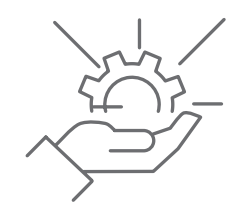
ONE-PAGE FLYERS

BUSINESS CARDS

ADVANCE IOWA | 2025

DIGITAL MEDIA | CONCEPT & CONTENT CREATION

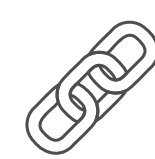
SOLUTIONS & OUTREACH
LOGOS, COLORS, & ICONS



OUTREACH PROGRAMS



KEY WORDS



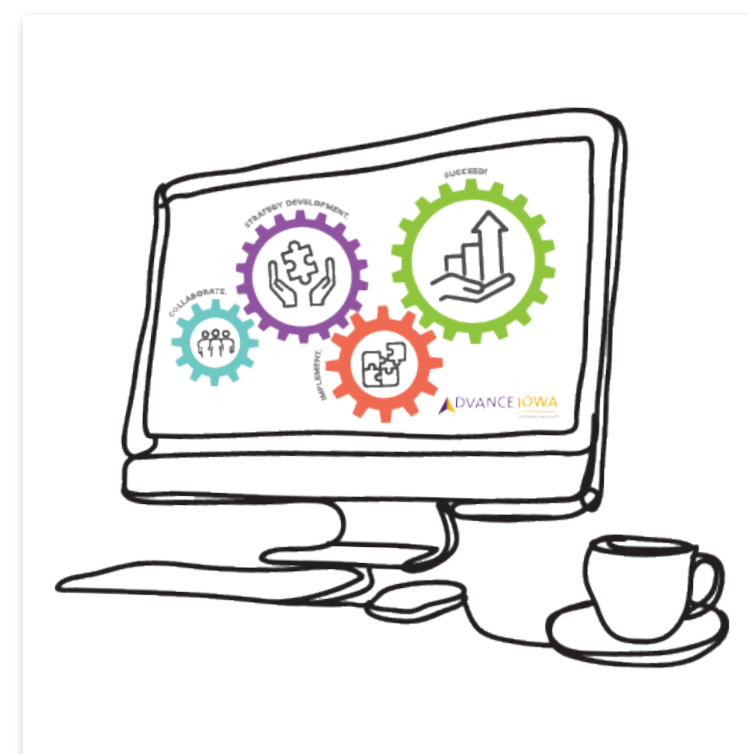
COLLABORATE



EDUCATE



GUIDE



SLIDER IMAGE



ACCOMPLISHMENTS & STATISTICS

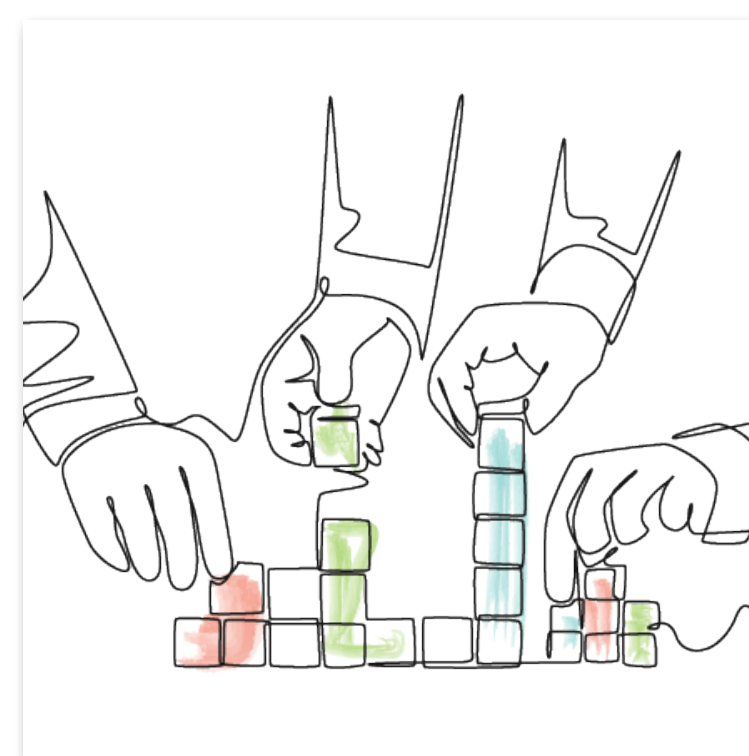
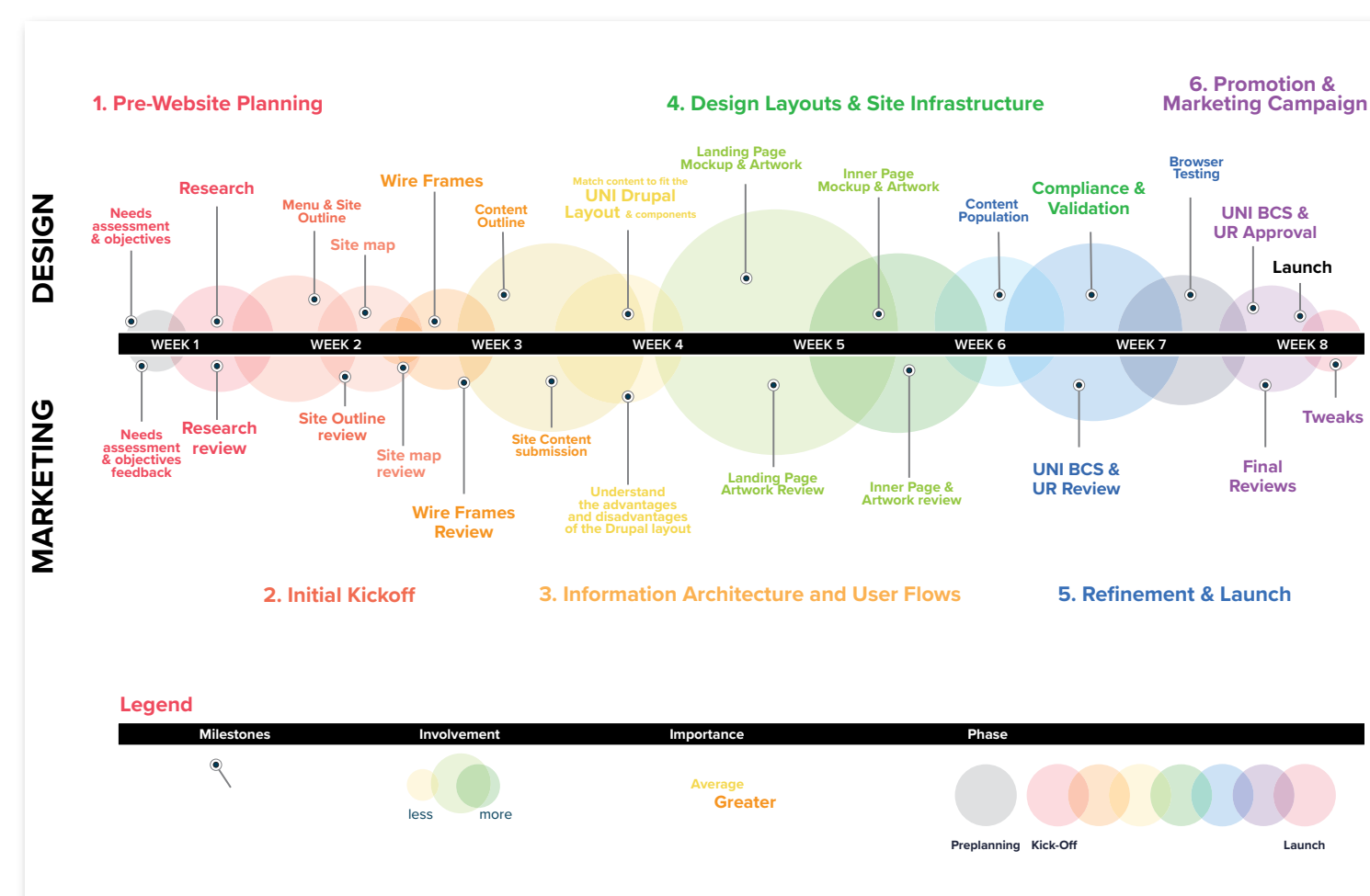
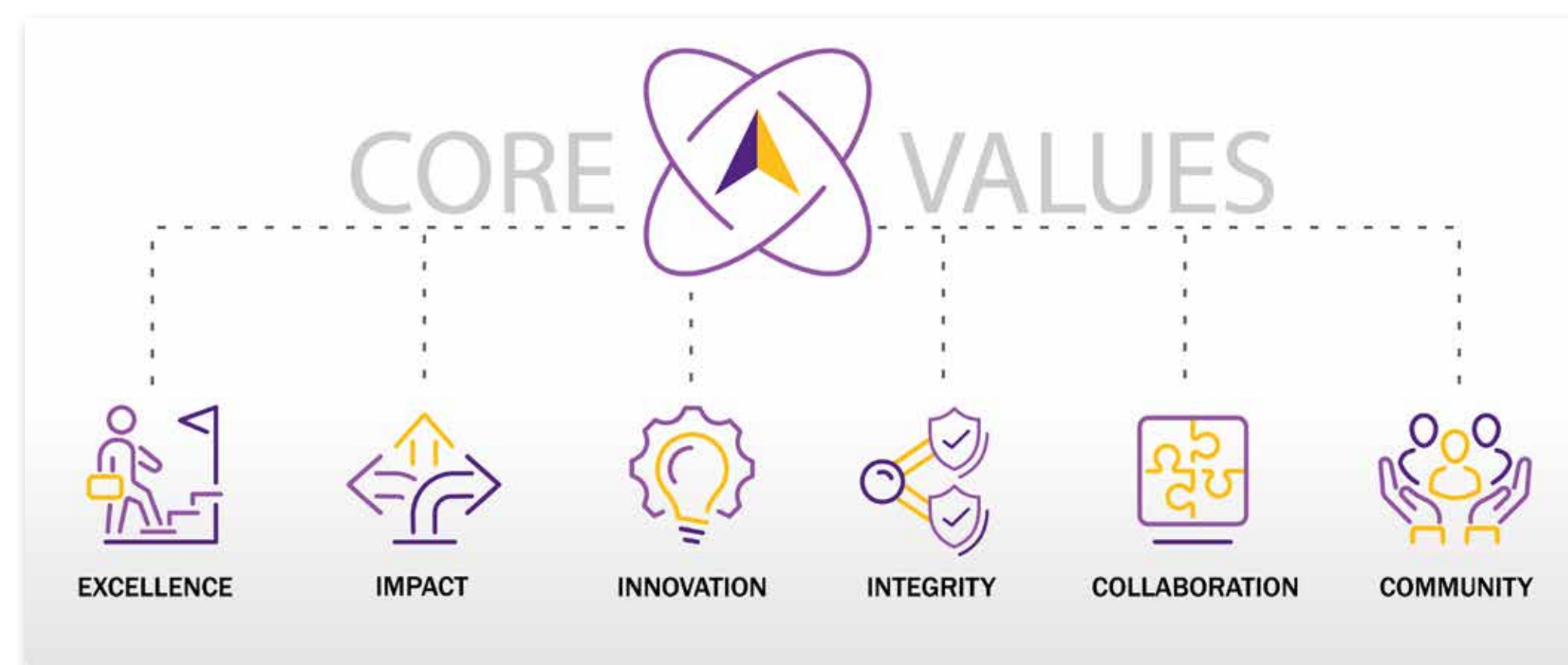


IMAGE CONCEPTS



PLANNING



CORE VALUES

ADVANCE IOWA | 2025

SOCIAL MEDIA | CAMPAIGN DEVELOPMENT & POSTS

”

Success is not just about what you accomplish, but what you inspire others to do.

Todd E. Hutcheson
Director of ADVANCE IOWA

QUOTES & INSPIRATIONAL POSTS



IA-CEO | 2025

BRAND DEVELOPMENT | DIGITAL & PRINT MEDIA

OUR MISSION.

Support economic prosperity in Iowa by advocating for broad-based employee ownership to expand local economies, create employee wealth, build strong workforce, strengthen business and promote vibrant communities.

Employee Ownership

WHO WE ARE.

The Iowa Center for Employee Ownership (IA-CEO) is the state's premier resource hub dedicated to promoting and expanding employee ownership across Iowa. As a central point of connection, we provide education, resources, and support for businesses interested in exploring employee ownership models, particularly Employee Stock Ownership Plans (ESOP), Worker Cooperatives, and Employee Ownership Trusts (EOT). Our goal is to empower Iowa businesses, employees, and communities with the knowledge and tools to transition to, or strengthen, broad-based employee ownership.

WHAT IS EMPLOYEE OWNERSHIP?

Employee ownership is a shared equity model where employees have an ownership stake in the company. These employees may or may not be involved in key management decisions. However, the shared interest in the company performance increases efficiencies to elevate financial success.

Employee ownership is a tool that assists with sustained business prosperity regardless of the company size. It works because employees directly correlate their vested interest into the company's profitability.

IMPACTS

Assisted **91** Iowa companies and conducted **23** seminars or presentations related to succession planning and employee ownership throughout Iowa.

The **IA-CEO** hosts our annual Employee Ownership Conference in October.

We are proud to be the **21st** state center in the Employee Ownership Expansion Network (EOX).

WHY IT MATTERS.

Employee ownership fosters economic resiliency with higher productivity, growth, and improved longevity for the business.

Workers realize better pay, benefits, increased wealth, and job satisfaction.

Positive impacts to communities with anchored businesses, increased local spending, enhanced civic engagement, stable jobs, and community wealth building.

Owners ready to transition their company have a feasible buyer, value goals reached, and a lasting legacy.

Economic opportunities are created for businesses and communities reducing financial disparities and fostering economic stability.

MANAGED BY ADVANCE IOWA

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UNI / University of Northern Iowa Business & Community Services

UNI / University of Northern Iowa Business & Community Services

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IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP

MANAGED BY ADVANCE IOWA

BUSINESS CARDS

IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP

OUR SERVICES

At the Iowa Center for Employee Ownership (IA-CEO), we provide expert guidance and resources—many at no charge—to help businesses explore, implement, and sustain employee ownership.

Through consultations, assessments, educational events, and peer networking, we **empower business owners and employees** to create lasting success and shared prosperity.

Reach out to the IA-CEO for personalized guidance and additional resources.

- ✓ Education
- ✓ Resources
- ✓ Outreach
- ✓ Guidance
- ✓ Consultations

✓ We're here to help you every step of the way!

IA-CEO
EMPLOYEE OWNERSHIP CONFERENCE
October 23, 2025 // Ankeny, Iowa

LET'S TALK

Reach out to the IA-CEO for personalized guidance and additional resources. We're here to help you every step of the way.

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CONNECT WITH US! f in y

ASSESSMENT

Influencing your ability, and ten operations transitions.

EMPLOYEE OWNERSHIP

Explore employee ownership options with expert guidance tailored to your business's unique needs and long-term goals.

ESOP PRE-FEASIBILITY STUDY

High-level analysis of company financials to evaluate the potential net benefits of pursuing an ESOP to give direction before engaging a feasibility study consultant.

WORKER COOPERATIVE DEVELOPMENT

Guidance on transitioning to a worker-owned cooperative offering the selling owner a buyer while giving employees a stake in the business and a voice in decision-making.

EARN CE CREDITS

Earn Continuing Education (CE) Credits while expanding your knowledge and skills at qualifying, expert-led workshops, seminars, and events.

PRESENTATIONS

Through dynamic, audience-focused talks, expert speakers offer valuable insights on business transitions, succession planning, and employee ownership.

WEBINARS & PODCASTS

Access expert insights and practical advice on business transitions and employee ownership through convenient, pre-recorded and live online sessions.

FLYERS & INFORMATION

IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP

EMPLOYEE OWNERSHIP CONFERENCE

October 16, 2024

FFA Enrichment Center // DMACC Ankeny Campus
ANKENY, IA

Join us for an exclusive employee ownership event featuring leading professional experts and company storytellers.

Registration & Conference Details

CONFERENCE SPONSORS

EVENT PARTNER: ABI IOWA ASSOCIATION OF BUSINESS AND INDUSTRY

PRESENTING: Principal, Creative Planning

SUPPORTING: DuPont, Pinnacle, 2:30, CSB

EMPLOYEE OWNERSHIP COMPANY: Locus, Transitions, RAYSER

SPECIAL SPONSORSHIPS: EOX

KEYNOTE SPEAKER

CHARLES GRASSLEY
U.S. Senator

319-273-4692
INFO@IA-CEO.ORG
IA-CEO.ORG

MANAGED BY ADVANCE IOWA AT THE UNIVERSITY OF NORTHERN IOWA

SAVE THE DATE

2nd ANNUAL

IA-CEO
EMPLOYEE OWNERSHIP CONFERENCE

OCT. 16, 2024

FFA Enrichment Center // DMACC Ankeny Campus
ANKENY, IA

MORE CONFERENCE DETAILS COMING SOON!

IOWA CENTER FOR EMPLOYEE OWNERSHIP
info@advanceiowa.com
https://advanceiowa.com/IA-CEO

POST CARDS & SOCIAL MEDIA

CELEBRATE AMERICA

IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP

2025

IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP



PROMOTIONAL MERCHANDISE

IA-CEO
EMPLOYEE OWNERSHIP CONFERENCE

EMPLOYEE OWNERSHIP GENERALIST DIGITAL BADGE

Dear IA-CEO Conference Attendee,

Thank you for attending the 2024 IA-CEO Employee Ownership Conference! Because of your participation, you are eligible to receive a digital badge for Employee Ownership Generalist.

What is a digital badge?

Badges are digital credentials designed to recognize participation and achievement in co-curricular experiences. Badges are a digital representation of professional development and skill acquisition.

Digital badges are clickable icons that contain information such as the issuing institution, date earned, criteria required to earn the badge and evidence that shows an individual has met the required criteria. Badges can be shared on social media, such as LinkedIn, added as a link on a digital resume, embedded in an e-portfolio, linked with an email signature, etc.

This digital badge is available to you at no charge. Simply scan the QR code. The badge will be emailed to you in app.

Sincerely,
Your IA-CEO Team!

QR code: https://forms.gle/MtBuE2v07ZWd

MANAGED BY ADVANCE IOWA AT THE UNIVERSITY OF NORTHERN IOWA

BADGES

EMPLOYEE OWNERSHIP CONFERENCE

October 16, 2024

REGISTRATION IS OPEN!

REGISTRATION

IA-CEO.ORG

JOIN US FOR THE 2ND ANNUAL IA-CEO Employee Ownership Conference

This event is designed for individuals and organizations interested in exploring the power and potential of employee ownership. Whether you are a seasoned expert or just beginning your journey, this conference offers helpful insights, connections, and inspiration.

We are honored to announce Senator Chuck Grassley as the Keynote Speaker.

IA-CEO.ORG

ONLINE ADS

ADVANCE IOWA | 2025

MULTI-PAGE DOCUMENTS | REPORTS, PROPOSALS & MAGAZINES

Welcome

& opening remarks.



Leslie K. WILSON
DEAN,
WILSON COLLEGE
OF BUSINESS AT UNI

Leslie is the dean of the David W. Wilson College of Business. Princeton Review recognizes Wilson College as one of the best business schools in the world, supported by its accreditation through AACSB International, a status achieved by only the top 5% of business schools worldwide. As dean, she works with the college's stakeholders to establish the strategic direction and priorities of the college, manage the budget, and seek new revenues.

Wilson is particularly interested in:

- ✓ Increasing the number of women majoring in business.
- ✓ Expanding international business.

STUDENT CONFERENCE SCHOLARSHIP RECIPIENTS

IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP

✓ Sam Barnes, ISU

✓ Reagan Lommell, UNI

✓ Cesar Lopez, Coe College

✓ Kar Meh, UNI

✓ Anja Mills, Coe College

✓ Emily Voyna, UNI

✓ Virginia Walker, Coe College

✓ Kaiden Wild, UNI

Iowa State University

Coe College

University of Iowa

Rayser Holding (4)

Jerry Ripberger

VGM Group (3)

EMPLOYEE OWNERSHIP CONFERENCE

IA-CEO
IOWA CENTER FOR EMPLOYEE OWNERSHIP

IA-CEO.org

Program & Information

FFA Enrichment Center | DMACC Campus | Ankeny, IA

October 16, 2024

MULTI-PAGE
CONFERENCE
PROGRAM

ADVANCE BUSINESS GROWTH

YOUR 5-STEP STRATEGIC GUIDE

1 GROW your BUSINESS

HOW-TO BUSINESS GUIDE SERIES

WHAT IS A BUSINESS GROWTH STRATEGY
SET GOALS FOR YOUR BUSINESS
UNDERSTANDING & SELECTING THE BEST GROWTH STRATEGIES

8120 Jennings Drive | Cedar Falls, IA 50614 | (319) 273-5444 | info@iasourcenk.com | www.iasourcenk.com

CO-BRANDED
EDUCATIONAL
GUIDES

ADVANCE BUSINESS TRANSITION

A 4-PART GUIDE

1 YOUR BUSINESS & TRANSITION

HOW-TO BUSINESS GUIDE SERIES | 2025

IS BUSINESS TRANSITION IMPORTANT?
TRANSITION OPPORTUNITIES FOR YOUR BUSINESS
UNDERSTANDING AND SELECTING THE BEST TRANSITION STRATEGIES

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CENTER FOR BUSINESS
GROWTH & INNOVATION
FOUNDRY 4.0 PROJECT | DIGITAL & PRINT MEDIA

let's WORK together!

FOUNDRY 4.0
Technologies revolutionizing the metal casting industry!

SHAPING THE FUTURE OF AN INDUSTRY

Digitalization, rising production costs, shortage of skilled workers, and supply chain issues are common manufacturing concerns. The foundry and the metal casting industries are no exception. The foundry across the nation are under constant pressure to improve processes and overcome the challenges of this segment. The demands for accuracy and precision, as well as notable increases in the quantities, product range, and components, will continue to rise.

Solutions & Opportunities

By utilizing innovative technologies, digitizing, and implementing automation, foundries and their pre- and post-processing partners nationwide can move towards a viable and profitable future. Change, however, is not always easy or affordable.

The Foundry 4.0 Partnership

The Defense Logistics Agency (DLA) and the National Center for Defense Manufacturing and Machining (NCDMM), acknowledge the situation and recognize the challenges and obstacles. By joining forces with two universities, the University of Northern Iowa (UNI) and Youngstown State University (YSU), foundries will be able to increase the adoption of Industry 4.0. Our measures determine to increase the adoption of Industry 4.0. Our measures determine to increase the adoption of Industry 4.0. Our measures determine to increase the adoption of Industry 4.0.

Advantages & Results

The FOUNDRY 4.0 Partnership aims to provide American-based foundries with the competitive edge in technology, while optimizing productivity, output, and product quality. These technological innovations create opportunities that help build a dynamic digital ecosystem. Several notable advantages are cost reduction, shortened deadlines, and deploy excellence in quality and customer satisfaction for generations to come.

Our partnership offers the nation's foundry industry and its supply chain a unique blend of applied research in Industry 4.0 technologies.

Combined with direct technical assistance, participating small-medium enterprises are now positioned to be more competitive, profitable, and resilient.

states Brian Schmidt, Program Manager, NCDMM

WATER CONNECTS US®

Water Connects Us® is more than just Sloan's tagline. Sloan understands the dynamic relationship between the world's water management systems and its water ecosystems. We connect communities of engineers, architects, designers, building managers and owners to high-efficient products and systems to promote healthier water ecosystems for generations to come.

CBG|UNI.EDU

CDMM

UNI / University of Northern Iowa Business & Community Services

Education Training Center

FLYERS & CASE-STUDIES

CENTER FOR BUSINESS GROWTH & INNOVATION

Todd E. Hutcherson
Executive in Residence
8120 Jennings Dr., Suite 128, Cedar Falls, IA 50604
todd.hutcherson@uni.edu
P (319) 273-6008 C (319) 431-6396 cbgi.uni.edu

UNI / University of Northern Iowa Business & Community Services

BUSINESS CARDS

FOUNDRY OWNERS & SUPPLY CHAIN PARTNERS!

FOUNDRY 4.0
Technologies revolutionizing the metal casting industry!

let's WORK together!

SHAPING THE FUTURE OF AN INDUSTRY

FOUNDRY4.0@NCDMM.ORG

NCDMM

UNI / University of Northern Iowa Business & Community Services

Education Training Center

Note: This project is sponsored by the Defense Logistics Agency Information Operations, J68, Research & Development, Ft. Belvoir, VA, and the DLA Troop Support, Philadelphia, PA.

BANNER

Workshop Agenda
Donsco Inc.
Wrightsville, PA

10 | January | 2024
Wednesday

8:00-8:30 am Check-in & Networking

8:30-8:45 am Welcome- Workshop Objectives & Expected Outcomes
Speaker: **Chris BUCK & Todd HUTCHESON**

8:45-9:30 am F4.0 Overview, Assessment Process & Business Value
Speaker: **Todd HUTCHESON**

9:30-9:40 am Introduction to the University of Northern Iowa's Foundry 4.0 Center and Center for Business Growth & Innovation
VIDEOS, Speaker: **Todd HUTCHESON**

9:40-10:00 am Networking Break

10:00-10:30 am Designing for Automation & Foundry 4.0
Speaker: **Josh O'DELL**

10:30-11:00 am Robotic Casting Finishing & Process Sensors
Speaker: **Sam MANTERNACH**

11:00-11:30 am Sensor/PLC Applications, IoT & Data Analysis
Speaker: **Nate BRYANT**

11:30-12:00 pm Dual Robot with 3D Bin-picking System
Speaker: **Donsco REPRESENTATIVES**

12:00-1:00 pm Lunch & Networking

FOUNDRY 4.0 Partnership

SEMINAR AGENDAS

FOUNDRY 4.0 STEPS TO SUCCESS WORKSHOP testimonial

On a scale of 1 to 10, how likely are you to recommend similar workshops to your colleagues?

10 Steve KRESS, VESKAL, Unimaker Technology

FOUNDRY 4.0 STEPS TO SUCCESS WORKSHOP testimonial

On a scale of 1 to 10, with 1 being the lowest and 10 being the highest, how would you rate your overall experience of the workshop session?

09 Steve KRESS, VESKAL, Unimaker Technology

FOUNDRY 4.0 STEPS TO SUCCESS WORKSHOP comments

I LIKED THE OPPORTUNITY TO ATTEND ONLINE. THIS NORMALLY ISN'T AN OPTION.

Adam SMITH, Operations Manager, Andritz Inc.

I would like to see solutions or ideas on collecting and/or using the data collected.

Adam SMITH, Operations Manager, Andritz Inc.

Good content, maybe have a breakaway session for less technical and more business management topics.

Chris BUCK, Operations Manager, Donsco Inc.

We appreciated the longer breaks and dinner event, both of which facilitated networking.

Rich LONARDO, Consultant, Defense Energy Systems

JANUARY 10 & 11
124 North Front Street
Wrightsville, PA

DONSCO INC., Wrightsville, PA

Partners: **NCDMM**, **GROWTH & INNOVATION**, **FOUNDRY 4.0**, **CDMM**, **UNI**

TESTIMONIALS

ENGAGE & EXPLORE!
FOUNDRY 4.0
TRANSFORMATION WORKSHOP
Assessing to CHANGE CHALLENGES & OBSTACLES INTO OPPORTUNITY

FOUNDRY OWNERS & SUPPLY CHAIN PARTNERS!
Providing the foundational tools, methods, and technological possibilities for successful and sustainable of Industry 4.0 implementation.

FOUNDRY 4.0 STEPS TO SUCCESS WORKSHOP testimonial

On a scale of 1 to 10, how likely are you to recommend similar workshops to your colleagues?

09 Joe PAXTON, Donsco Inc.

FOUNDRY 4.0 STEPS TO SUCCESS WORKSHOP testimonial

FANTASTIC! Appreciate the role of technical from SMEs, and practical from industry. A great mix of experiences, processes, and challenges.

FOUNDRY 4.0 STEPS TO SUCCESS WORKSHOP comments

A great mix of experiences, processes, and challenges.

Joe PAXTON, Donsco Inc.

FOUNDRY 4.0 PARTNERSHIP ENGAGEMENT SUCCESSES IN NUMBERS...

7,401 INDIVIDUALS ACTIVELY PARTICIPATED IN conferences, seminars, workshops, tours & other events!

685 ATTENDEES PARTICIPATED in PRESENTATIONS during our events about RELEVANT F 4.0 TOPICS.

WE HELD A TOTAL OF **421** CONVERSATIONS with experts from **242** COMPANIES!

145 SUBJECT MATTER EXPERT INPUTS gathered from assessments at **19** DOMESTIC U.S. COMPANIES!

INFOGRAPHIC & STATS

Statement of Work **FOUNDRY 4.0 PROJECT (DLA)**
5 TASKS for the UNIVERSITY OF NORTHERN IOWA

01 Large Industrial Robotics and Automation Research Laboratory
Developing of a Casting Finishing Cell with a Powered Spindle and Material Handling system, and was integrated and installed at the UNI-FAC. This project task was aimed at significantly advancing industrial automation and robotics capabilities.

02 Internet of Things (IoT) and Data Acquisition through Low-Cost Flexible Sensors
Leveraging low-cost flexible sensors to enhance manufacturing processes. These efforts are set to revolutionize data acquisition and process optimization in the foundry industry.

03 Educational Workshops for the Defense Casting Supply Chain
Educating the industry and enhance the domestic manufacturing workforce. The range of topics included Industry 4.0 business case analysis, the Internet of Things, robotics, and automation.

04 Robotics and Automation Integration Laboratory (KEA integration)
Aimed at streamlining the investment casting process through innovative robotic technologies. This portion of the project demonstrated the capability of robots to work together to reduce labor requirements and improve product consistency.

05 Outreach with SME Companies
Establishing an increased urgency in and awareness of Industry 4.0 technologies through education, dissemination of content and capability assessments. The outreach portion provided greater visibility to the industry on the business value of investing in F4.0 technologies.

FOUNDRY 4.0 & METAL CASTING CENTERS
CENTER FOR BUSINESS GROWTH & INNOVATION

SLIDE DECKS & INFOGRAPHICS

CENTER FOR BUSINESS
GROWTH & INNOVATION
FOUNDRY 4.0 PROJECT | DIGITAL & PRINT MEDIA

Business Outputs in the Theater Region:
HOW DLA Investments in 4.0
are Positively IMPACTING the
Defense Casting
Supply Chain

FOUNDRY 4.0

Technologies revolutionizing
the metal casting industry!

WHAT: A DLA funded effort enabled NCDMM and two midwestern Universities, Youngstown State's EXCELLENCE TRAINING CENTER and the University of Northern Iowa's FOUNDRY 4.0 CENTER, to serve as enduring Industry 4.0 Outputs in the heart of the nation's casting base.

UNI Foundry 4.0 Center

- Industrial IOT & Smart Manufacturing
- Automating Casting Finishing Operations
- Development of Casting Digital Twins
- Integrated Foundry Process Sensors
- Foundry Leadership Business Value

YSU Excellence Training Center (ETC)

- Affordable Robotics
- Labor Efficient Scanning
- Digitization
- Tailored Workforce Training
- Foundry Tech Integration Case Studies



Project Benefit: Combatant Commanders will gain increased platform readiness via a more agile casting supply chain

SHAPING THE FUTURE OF AN INDUSTRY

Partners: NCDMM, GROWTH & INNOVATION, FOUNDRY 4.0, YOUNGSTOWN STATE UNIVERSITY, HAMILTON FRONTS

NOTE: This project is sponsored by the Defense Logistics Agency Information Operations, J68, Research & Development, Ft. Belvoir, VA, and the DLA Troop Support, Philadelphia, PA. Distribution Statement A. APPROVED FOR PUBLIC RELEASE.

LARGE-SCALE EDUCATIONAL
POSTER SERIES

AUTOMATED 3-D SCANNING PART VERIFICATION

Part verification can be a long and tedious process in the DoD supply chain. Parts often need to go through multiple dimensional checks to ensure they meet requirements and typically requires a worker to have hands on a part for hours at a time between setup and dimensional reporting. An automated three dimensional (3D) scanning cell that requires little to no prior scanning or robotic training to use is now operational at the Excellence Training Center. This cell utilizes an industrial collaborative robot, a handheld 3D scanner and a simple software program. This presentation will highlight how personnel at Youngstown State University's Excellence Training Center through a DLA funded effort were able to set up an automated 3D scanning cell.

TRADITIONAL HAND SCANNING PROCESS

Scanning by hand on a simple shape took 20 minutes from setup to final report. The scanning process and post processing took 12 minutes, the report took 8 minutes.

AUTOMATED SCANNING PROCESS

The automated scanning cell utilizing a Fanuc CR-35iA Collaborative Robot, Creform HandyScan Black Elite, and Metrolog V4i Robot Software shortens the total scan process and report time to 1 minute.

FOUNDRY 4.0

Technologies revolutionizing
the metal casting industry!

STEP-BY-STEP

- Metrolog works directly with the HandyScan's VXiElements to capture the scan data.
- The point cloud is transferred to Metrolog.
- Metrolog auto-aligns the reference CAD data and the Scan data.
- Total Scan and report time is 1 minute unattended per part.

Conclusion
Utilizing robotics with currently available software that programs the robotic path for the operator to automate the part verification process lowers the barrier to entry for companies wanting to implement automation on the factory floor.

SHAPING THE FUTURE OF AN INDUSTRY

Partners: NCDMM, GROWTH & INNOVATION, FOUNDRY 4.0, YOUNGSTOWN STATE UNIVERSITY, HAMILTON FRONTS

NOTE: This project is sponsored by the Defense Logistics Agency Information Operations, J68, Research & Development, Ft. Belvoir, VA, and the DLA Troop Support, Philadelphia, PA. Distribution Statement A. APPROVED FOR PUBLIC RELEASE.

WHY **INDUSTRY 4.0?**
CONNECTING INPUTS TO ASSESSMENTS
TO KPIs TO **BUSINESS VALUE.**

FOUNDRY 4.0
Technologies revolutionizing
the metal casting industry!

Current Industry 4.0 technology assessments often lack vital information for businesses to identify their highest value areas for implementation. To achieve a worthwhile return on investment, collaborative and objective assessments connected to key performance indicators are essential. This project aims to address these assessment issues and enhance the value of Industry 4.0 implementations.

EXECUTIVE SUMMARY

- A unique set of **difficult business headwinds** exists today
- **I4.0 technology implementation** can ease these headwinds
- Assessment and strategic planning is **critical to selecting the highest value actions**
- The value of **many current assessments** is less than optimal
- Connecting I4.0 assessment to KPIs to Business Value provides **the highest overall return to a business**



- INDUSTRY 4.0 TECHNOLOGIES:** Multifaceted business value & benefits
- Lower Product Development Costs
 - Diversify Revenue Sources
 - High Performance Equipment
 - Adequate Data Collection Methods
 - Enhanced Efficiency & Risk Mitigation
 - Real-time Decision Making
 - Improved Customer Experience
 - Sustainability & Environmental Benefits
 - Predictive Maintenance
 - Supply Chain Optimization
 - Customization & Personalization
 - Competitive Advantage & Talent Retention

I4.0 KEY IMPACTED BUSINESS MEASURES

- Operating Efficiency
- Overall Equipment Effectiveness
- Product and Process Yield
- Capacity and Capacity Utilization
- Inventory \$\$s/turns
- Data Security
- Improved Customization
- Throughput Reduction
- Prototype Turnaround Time
- Improved Safety

Start
TODAY!

1 INPUT: DATA COLLECTION

2 AUTOMATED ASSESSMENT

3 KEY PERFORMANCE INDICATORS (KPIs)

4 BUSINESS VALUE ACTION PLAN

5 INDUSTRY 4.0 IMPLEMENTATION



JOIN the Conversation!

Please take a moment to scan the QR code to access our registration form. Once you've submitted it, we will quickly get in touch to kickstart the assessment process for both you and your team. This will empower you to harness Industry 4.0 technologies, positioning your business with cutting-edge advancements and driving improvement as well.

READY TO BEGIN YOUR JOURNEY?
QR-CODE & LINK TO OUR GOOGLE FORM!

SHAPING THE FUTURE OF AN INDUSTRY

Partners: NCDMM, GROWTH & INNOVATION, FOUNDRY 4.0, YOUNGSTOWN STATE UNIVERSITY, HAMILTON FRONTS

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SHAPING
THE FUTURE OF AN
INDUSTRY

foundry4.0@ncdmm.org

Partners: NCDMM, GROWTH & INNOVATION, FOUNDRY 4.0, YOUNGSTOWN STATE UNIVERSITY, HAMILTON FRONTS

NOTE: This project is sponsored by the Defense Logistics Agency Information Operations, J68, Research & Development, Ft. Belvoir, VA, and the DLA Troop Support, Philadelphia, PA. Distribution Statement A. APPROVED FOR PUBLIC RELEASE.

THE LAST TACTICAL MILE SEMINAR SERIES

BRAND CREATION | DIGITAL & PRINT MEDIA



THE LAST TACTICAL MILE [LTM] SEMINAR SERIES 3
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and government/domestic supply chain partners.

MAY 14, 2025 | ROSE STATE COLLEGE | Midwest City, OK 73110
THE QUAD ROOM | 1720 Hudiburg Drive

HIGHLIGHTS

- ✓ **The OEM Perspective:** Understand why OEMs want you to apply this technology
- ✓ **Mold Design Applications:** Best practices regarding integration of AM for mold design
- ✓ **Material extrusion printers** and their application to hybrid tooling
- ✓ **Materials and Consumables:** What is being utilized today and what the future holds
- ✓ **Large Format Printers:** Operations and Best Practices
- ✓ **Future Technologies:** Discussion on what new AM may be coming and its impacts
- ✓ **Expert Panel Q&A:** Engage with Industry Leaders
- ✓ **Networking Hub:** Foster connections, share insights, and stay updated on current trends

DEFENSE ACQUISITION PROFESSIONALS earn 7 **CONTINUOUS LEARNING POINTS (CLPs)** for attending, contact Brittany Engel for details.

BOOK YOUR SEAT TODAY!
<https://AMMetalCasting3.eventbrite.com>

CONTACT Brittany Engel, Engineering Project Manager | bengel@ybi.org | [HTTPS://YBI.ORG](https://YBI.ORG)

IN PARTNERSHIP WITH **America Makes**

FLYERS & SLIDE DECKS

HIGHLIGHTS

- ✓ The OEM Perspective: Understand why OEMs want you to apply this technology
- ✓ Mold Design Applications: Best practices regarding integration of AM for mold design
- ✓ Material extrusion printers and their application to hybrid tooling
- ✓ Materials and Consumables: What is being utilized today and what the future holds
- ✓ Large Format Printers: Operations and Best Practices
- ✓ Future Technologies: Discussion on what new AM may be coming and its impacts
- ✓ Expert Panel Q&A: Engage with Industry Leaders
- ✓ Donco AM: Their casting
- ✓ Networking Hub: Foster connections, share insights, and stay updated on current trends

THE LAST TACTICAL MILE SEMINAR SERIES
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and their supply chain partners.

IN PARTNERSHIP WITH **America Makes**

THE LAST TACTICAL MILE SEMINAR SERIES 3
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and their supply chain partners.

MAY 14, 2025 | ROSE STATE COLLEGE
THE QUAD ROOM | 720 Hudiburg Drive in Midwest City, OK 73110

WORKSHOP EXPERTS

Dr. Kirk ROGERS, Ph.D., Principal Consultant for M&P Gravity Works
Marshall MILLER, Applications Engineer, Pellet Extrusion Technology for the foundry, 3D Systems

Dr. Jason WALKER, Ohio State University CDME, Director, Materials and Processes

DEFENSE ACQUISITION PROFESSIONALS earn 7 **CONTINUOUS LEARNING POINTS (CLPs)** for attending, contact us for details.

IN PARTNERSHIP WITH **America Makes**

THE LAST TACTICAL MILE SEMINAR SERIES
ADDITIVE MANUFACTURING FOR METAL CASTING

Rich LONARDO
Defense & Energy Systems, LLC, YBI Support Contractor

Do you want to increase platform operational availability?
Are critical castings a challenge to your defense and OEM organizations?

If so, do not miss our next [LTM] Seminar on May 14, 2025 at ROSE STATE COLLEGE in Midwest City, OK!

YOUR technical staff can learn from our experts about how additive manufacturing can help you reduce lead times and increase supply chain availability.

DEFENSE ACQUISITION PROFESSIONALS earn 7 **CONTINUOUS LEARNING POINTS (CLPs)** for attending.

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SOCIAL MEDIA POSTS

THE LAST TACTICAL MILE SEMINAR SERIES 2
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and their supply chain partners.

SAVE-THE-DATE!
FEBRUARY 18, 2025 | VULCAN PARK & MUSEUM
1701 Valley View Dr, ELECTRA Room in Birmingham, AL 35209

WORKSHOP EXPERTS

DEFENSE ACQUISITION PROFESSIONALS earn 7 **CONTINUOUS LEARNING POINTS (CLPs)** for attending.

CONTACT Brittany Engel, Engineering Project Manager | bengel@ybi.org | [HTTPS://YBI.ORG](https://YBI.ORG)

IN PARTNERSHIP WITH **America Makes**

THE LAST TACTICAL MILE SEMINAR SERIES 2
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and government/domestic supply chain partners.

Vulcan Park & Museum in Birmingham, Alabama | 2ND LTM SEMINAR 02/18/2025

MORNING AGENDA

8:15 – 8:30 **DOORS OPEN FOR CHECK-IN**
The **ELECTRA ROOM** in Vulcan Park & Museum 1701 Valley View Dr., Birmingham, AL 35209

8:30 – 8:40 **Opening Remarks & Introductions**
Rich LONARDO, Principal, Defense & Energy Systems

8:40 – 9:05 **The OEM Perspective**
Dr. Kirk ROGERS, Ph.D., Principal Consultant for M&P Gravity Works
Marshall MILLER, Applications Engineer, Pellet Extrusion Technology for the foundry, 3D Systems

9:05 – 10:05 **Printed Mold & Core Design Fundamentals**
Dave RITTMAYER, Director, Business Development at Matthews Additive Technologies
Dr. Jason WALKER, Ohio State University CDME, Director, Materials and Processes

10:05 – 10:20 **NETWORKING BREAK**

10:20 – 11:20 **Extrusion Technology for Production Patterns & Core Equipment**
Marshall MILLER, Applications Engineer, Pellet Extrusion Technology for the foundry, 3D Systems

11:20 – 12:20 **Large Format Sand Printer Lessons Learned & Best Practices**
Nathaniel BRYANT, Project Engineering Manager, Metal Casting Center, University of Northern Iowa
Jerry THIEL, Retired Director of the UNI Metal Casting and Foundry 4.0 Centers

AFTERNOON AGENDA

12:20 – 12:35 **LUNCH WILL BE SERVED**

12:35 – 1:20 **Innovations & Panel Discussion**
All PRESENTERS

1:20 – 2:10 **Printer Materials & Innovation**
Kelley KERNS, Director, New Business Development HA International, LLC
Dr. Dustin GILMER, Assistant Professor, Material Science and Engineering at the University of Tennessee & UT Space Institute

2:10 – 2:30 **NETWORKING BREAK**

2:30 – 3:30 **Buying versus Making: All you need to know about printed mold & core production**
Brandon LAMONCHA, Director of Additive Manufacturing, Humtown Additive
Dave RITTMAYER, Director, Business Development at Matthews Additive Technologies

3:30 – 4:00 **Innovations & Panel Discussion**
All PRESENTERS

4:30 – 5:30 **Sloss Furnace Tour**
20 32nd St N, Birmingham, AL 35222

WRAP-UP DINNER
7:00 PM **THE FISH MARKET**
No Host Dinner | <https://www.thefishmarket.net/>

SESSION 3 | SAVE-THE-DATE!
OUR NEXT [LTM] WORKSHOP: MAY 14, 2025
ROSE STATE COLLEGE | MIDWEST CITY, OK
REGISTRATION: <https://AMMetalCasting3.eventbrite.com>

DEFENSE ACQUISITION PROFESSIONALS earn 7 **CONTINUOUS LEARNING POINTS (CLPs)** for attending.

OUR PARTNERS: **Mathews ADDITIVE TECHNOLOGIES**, **HFI GROUP**, **3D SYSTEMS**, **M&P GRAVITY WORKS**, **Humtown PRODUCTS**, **UNI University of Northern Iowa**, **THE UNIVERSITY OF TENNESSEE**, **THE OHIO STATE UNIVERSITY**, **YOUNGSTOWN BUSINESS INCUBATOR**, **DEFENSE & ENERGY SYSTEMS LLC**

IN PARTNERSHIP WITH **America Makes**

CONTACT: BRITTANY ENGEL: bengel@ybi.org or [HTTPS://YBI.ORG](https://YBI.ORG)

LARGE-SCALE EVENT POSTER

EVENTBRITE

CERTIFICATES

THE LAST TACTICAL MILE SEMINAR SERIES 3
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and government/domestic supply chain partners.

2024 | 2026

8+ SEMINAR LOCATIONS

11+ EXPERTS

LINKEDIN

DEFENSE ACQUISITION PROFESSIONALS earn 7 **CONTINUOUS LEARNING POINTS (CLPs)** for attending, contact Brittany Engel for details!

Government and OEM casting consumers require increased agility in the casting sector to enable operational availability of critical platforms. Additive manufacturing for metal casting offers reduced lead times, ability to cast complex parts and reduce scrap.

Key Workshop Takeaways: You will understand how the technology facilitates more agile casting production for your organization and your supply chain partners. Presenters will share best practices on current technology applications for tooling and toolingless approaches to mold design. Networking sessions will connect you with experts and early adopters who will broaden your team's vision of how to leverage this advanced manufacturing approach to reduce lead times and produce challenging cast parts.

Who should attend this training? Foundry technical staff and procurement professionals, OEM, Tier I/II casting consumers, government engineers, engineering and technical students.

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EVENT BOOKLETS

THE LAST TACTICAL MILE SEMINAR SERIES
ADDITIVE MANUFACTURING FOR METAL CASTING
Raising the bar on high-impact education and networking for foundries and their supply chain partners.

Help Us Improve: Share Your Thoughts on the Workshop Save time & attach your business card!

Name: _____ Email: _____
Title: _____ Company: _____

Session 2

ADDITIVE MANUFACTURING FOR METAL CASTING

This is to certify that the defense acquisition professional **John Doe** has earned 7 **CONTINUOUS LEARNING POINTS (CLPs)** for participation and attendance of a LTM Seminar Session, Impact 2.0.

DATE OF ISSUE: 02/18/2025

STEPHANIE GAFFNEY
Vice President, YBI Advance Manufacturing Programs

BRITTANY ENGEL
Engineering Project Manager

YBI self certifies that attendance at this one-day workshop accounts for 7 **CONTINUOUS LEARNING POINTS (CLPs)** for defense acquisition professionals.

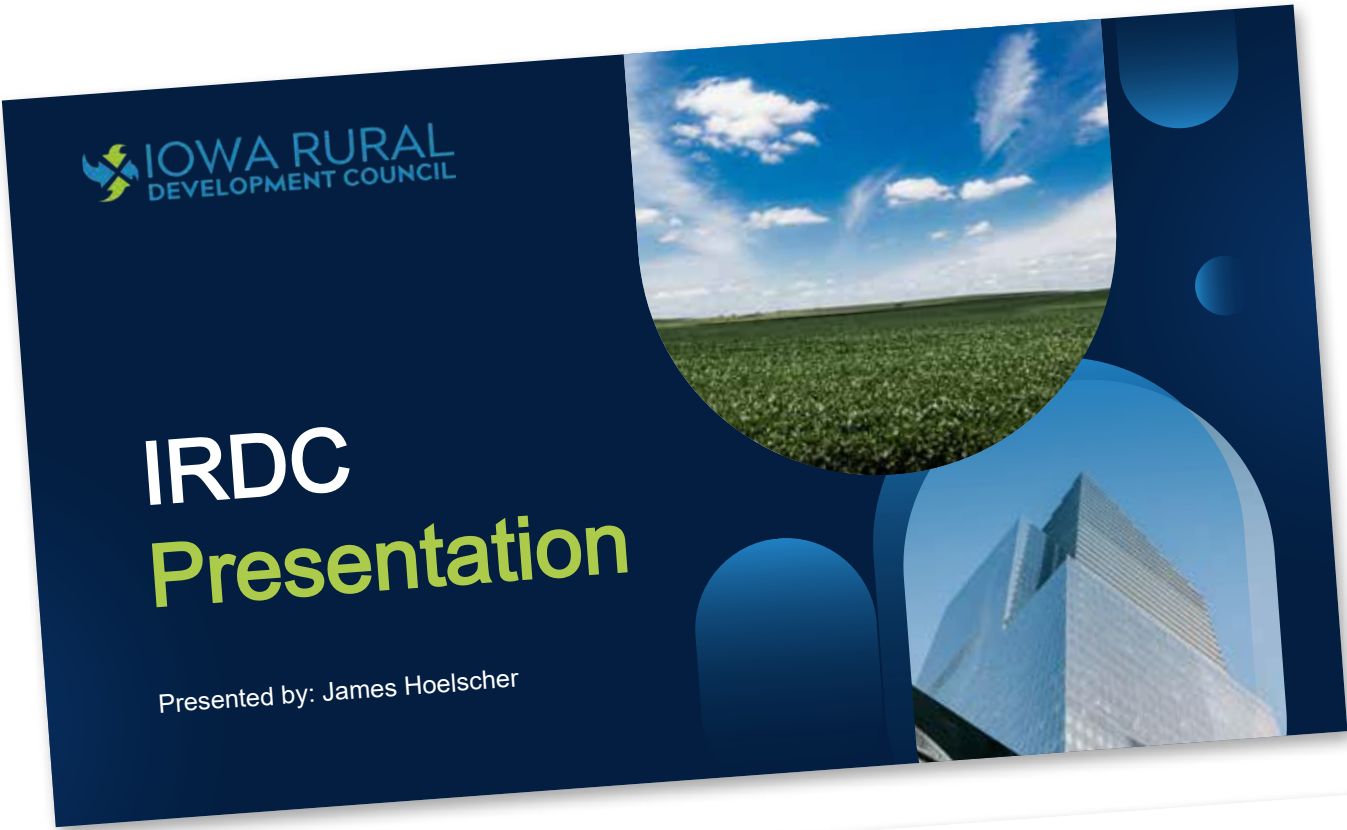
Raising the bar on high-impact education and networking for foundries and their supply chain partners. This certificate may be used to validate the training requirements of a continuing education program.

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SURVEYS

IOWA RURAL DEVELOPMENT COUNCIL | 2025

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SLIDE DECK PRESENTATIONS



OFFICE MUST-HAVES



BANNER



TABLE COVER



TABLE TENTS



ONE-PAGE FLYERS



2025 | IOWA RURAL SUMMIT

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LINKEDIN PROFILE



EVENT POSTER

2025 | IOWA RURAL SUMMIT

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FRONT SIDE



BACK SIDE



SUMMIT LANYARD - BLUE | SIZE 3X4 INCH

2025 | IOWA RURAL SUMMIT

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SLIDE DECK PRESENTATIONS



SAVE-THE-DATE

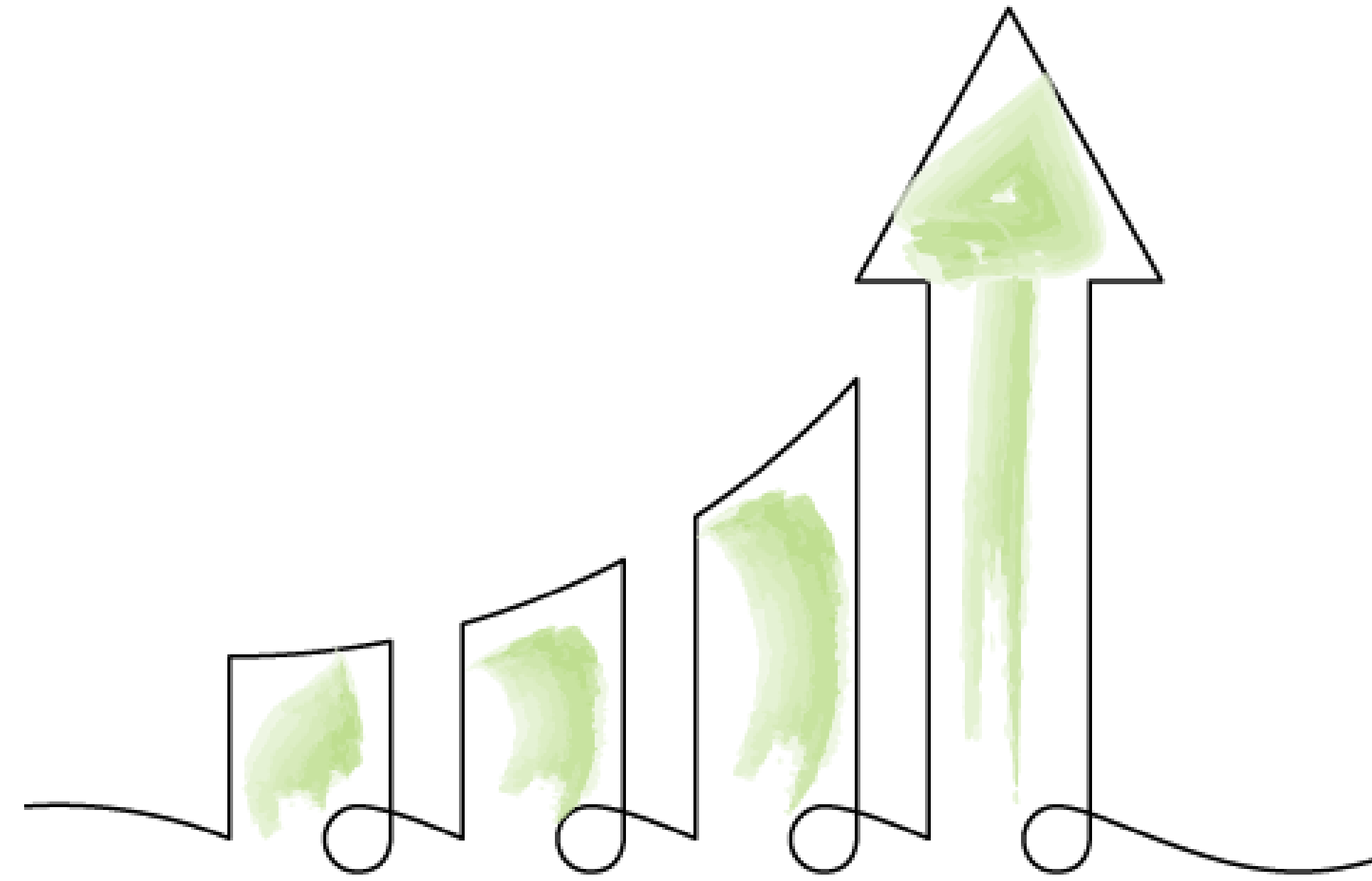


BREAKOUT ROOM POSTERS

LOGOS | BRAND IDENTITY

RECENT DESIGNS





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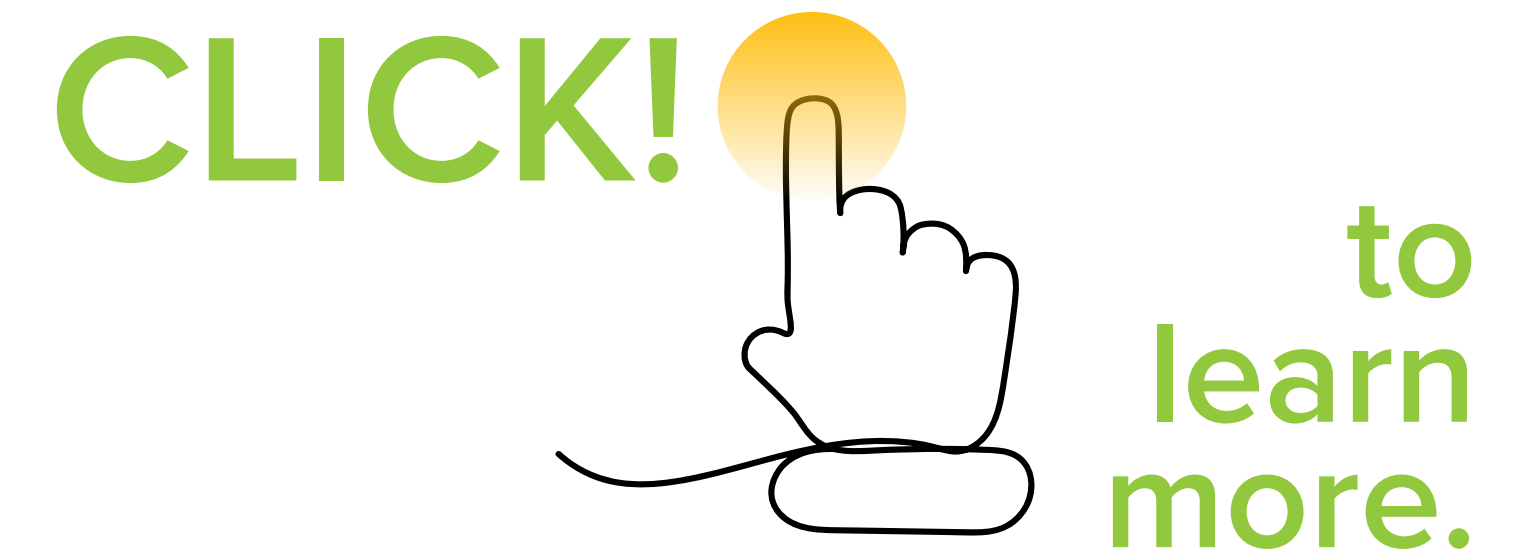
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