



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

Todd E. Hutcheson  
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 recognize 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.



**COLLABORATED** with **170** businesses, positively affecting **5,692** employees across various **regions & industries**.

### 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 **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.



**CONDUCTED 23** seminars and presentations on **succession planning & employee ownership**, assisting **91** companies in Iowa.

## OUTREACH PROGRAMS

### OPERATIONAL EXCELLENCE

- Performance Metrics
- Strategic Planning
- Business Systems
- Management Tools

### SKILLS DEVELOPMENT

- Leadership Development
- Leader Roundtables
- Workshops & Seminars
- Resource Library

### EVENTS & NETWORKING

- Conferences
- Tours & Site Visits
- Process Optimization
- Assessments



**ORGANIZED** and supported **46** educational & networking events throughout the state.

## LET'S TALK!