City of Carroll

112 E. 5th Street Carroll, Iowa 51401-2799 (712) 792-1000 FAX: (712) 792-0139

MEMO TO: Mike Pogge-Weaver, City Manager MSP-W

FROM: Laura A. Schaefer, Finance Director/City Clerk LAS

DATE: January 17, 2020

SUBJECT: Outside Agencies FY 21 Funding Requests

The City has received funding requests for FY 2021 from all the outside agencies the city supported in FY 2020. The following agencies requested the same amount as they requested in FY 2020:

- Region XII taxi program - $16,025
- Carroll Area Child Care Center and Preschool - $17,000
- RVSP - $9,500
- Foster Grandparent Program - $3,000
- New Opportunities - $10,920
- Animal Rescue of Carroll - $5,000
- Region XII Housing Trust - $2,000

These following agencies have requested an increase from FY 2020:

- Carroll County Community of Concern Food Pantry - $10,000. The FY 21 budget proposal includes funding in the amount of $5,450 (same as FY 20).
- Carroll Area Development Corporation - $77,250 (increase from $75,500)
- Carroll Chamber of Commerce Tourism Marketing - $30,000 (increase from $28,000).
- Airport Commission – Please refer to page 90 (Tab G – General Fund operating budget of $217,400) and page 23 (Tab C – airport capital projects).

The agencies that requested an increase in funding from FY20 have been asked to make a presentation to Council. Representatives from the Airport Commission, Carroll Area Development Corporation and Carroll Chamber of Commerce plan to be present at the budget work session on Wednesday, January 22, 2020. A representative from Carroll County Community of Concern Food Pantry plans to be present at the budget work session on Monday, February 3, 2020.

RECOMMENDATION: Council discussion and direction to staff regarding the FY21 outside agency funding requests.

FY - 2021
Request for Funding

Prepared for:
City of Carroll

Prepared by:
Carroll Area Development Corporation

CADC
CARROLL AREA DEVELOPMENT CORPORATION

November 19, 2019

Dr. Eric Jensen, Mayor
City of Carroll
City Hall
Carroll, IA 51401

Dear Mayor Jensen,

The purpose of this letter is to ask the City of Carroll to consider funding for Carroll Area Development Corporation in the amount of $77,250 for the City's fiscal year ending 2021.

CADC appreciates its partnership with the City of Carroll. Together we have realized economic success on many fronts, but there is a great deal of work to be done in the coming year. The City's ongoing support of CADC provides for a consistent assistance to existing industry, site and building development and promotion, and marketing of Carroll to companies looking to expand or relocate.

We have provided in the enclosed packet the required forms as requested by the City for non-governmental agencies seeking funding. We look forward to answering any questions you or the council members may have regarding economic development efforts in Carroll. In the meantime, should you have any questions, please contact me.

Sincerely,

Jim Auen

Jim Auen
President

Mission Statement

CADC provides support to the existing business base in Carroll County and assists in the establishment of new industry and works to enhance local residents' quality of life.

Existing Industry Programs

The vast majority of growth in capital investment and quality jobs occurs as a result of the expansion of existing industry. CADC conducts regular visits to Carroll County industries to identify opportunities, help remove barriers to growth and make a connection with people and services that can help make companies more successful.

Site Location Services

CADC maintains a listing of available commercial and industrial sites. Specifications including water and sewer, tax assessment, building and lot dimensions, owner contact info, zoning classification and sale/lease information are provided. A key tool in promoting sites and buildings in Carroll County is CADC's website: www.carrollareadev.com

Identifying and applying for financial assistance programs for expanding companies

CADC works with our partners at the local, state and federal level to identify potential forms of financial assistance for qualifying companies with expansion projects. Tax Increment Financing, State of Iowa Financial Assistance Programs, Region XII Revolving Loan Fund and other Iowa Economic Development Authority and Department of Transportation programs are commonly used.

Marketing

A professional approach to community and economic development marketing includes the collection of key data that site selectors and existing industry need to make investment and employment decisions. Promoting CADC's ability to assist industry, and Carroll County's core development assets will result in additional interest in our area to make investment and create quality jobs. CADC's promotional brochure is widely distributed to regional and national site selection consultants and decision makers in targeted industries. In addition, CADC joins neighboring counties in an economic development marketing partnership, Western Iowa Advantage.

Workforce Development

CADC will continue to work closely with the workforce development partners including Iowa Workforce Development to address the critical need for growth in population, workers and quality jobs in Carroll County. CADC maintains labor market information and conducts a Laborshed Analysis every other year with the help of Iowa Workforce Development. The 2013 Laborshed Analysis is attached.

Carroll Area Development Corporation

DIRECTORS:	**TERM EXPIRES**
Jim Gossett – Glidden	December 2019
John Brockelsby – Glidden	" "
R Q Christensen, MD – Carroll	" "
Rick Hunsaker – Carroll	" "
Aaron Juergens – Carroll	" "
Jim Knott – Carroll	" "
Dr. Steve Kraus – Carroll	" "
Mike Pogge-Weaver – Carroll	" "
Gaylin Ranniger – Manning	" "
Andy Reiman – Carroll	" "
Mike Schwabe – Breda	" "
Adam Schweers - Carroll	" "
Kenny Snyder – Carroll	" "
Jim Auen – Carroll (President)	December 2020
Nick Badding – Carroll	" "
Joe Behrens – Templeton	" "
Doug Burns – Carroll	" "
Howie Drees – Carroll (Secretary)	" "
Kourtney Irlbeck – Carroll	" "
Joel Lundstrom – Carroll	" "
Rhonda Mart – Carroll	" "
Paul Milligan – Carroll	" "
Dean Onken – Carroll	" "
Dave Quandt – Carroll	" "
Dawn Meyer – Manning	" "
Sean Haluska – Carroll	" "
Ed Smith – Carroll	" "
Kim Tiefenthaler – Carroll (Treasurer)	" "
Casey Berlau-Carroll	December 2021
Becky Boes-Carroll	
Barry Bruner – Carroll	
Tom Farner – Carroll	" "
Mike Franey – Carroll (V President)	" "
Matt Greteman – Carroll	" "
Todd Kanne – Carroll	" "
Katie Manson – Coon Rapids	" "
Jair Mayhall – Carroll	" "
Nancy Janssen – Breda	" "
John Steffes – Carroll	" "
Gene Vincent – Carroll	" "
Dr. Eric Jensen – Carroll (Mayor)	Appointed Annually
Ted Garringer – Carroll (Chamber Representative)	Appointed Annually
Gene Meiners – Carroll (County Supervisor)	Appointed Annually

EMERITUS

Bob Badding – Carroll (Deceased)
Fred Dolezal – Carroll
Pat Moehn – Carroll
Ron Schechtman – Carroll
Jim Wilson – Carroll (Deceased)
Claus Bunz – Panora
Walt Koster – Breda (Deceased)
John Norgaard – Carroll
Art Neu – Carroll (Deceased)

STAFF:

Shannon Landauer, Executive Director
Rosanne Nees, Business Development Director
Ashley Schable, Program Director
Mallory Bremer, Administrative Assistant

Internal Revenue Service
District Director

Department of the Treasury

Date: APR 23 1987

Employer Identification Number: 42-1255277
Case Number: 366295102EO
Person to Contact: D. Knof
Contact Telephone Number: 312-886-1278
Internal Revenue Code Section 501(c)(6)

Accounting Period Ending: December 31
Form 990 Required: ☒ Yes ☐ No

Caveat Applies: no

CARROLL AREA DEVELOPMENT
CORPORATION
815 NORTH MAIN
CARROLL, IA 51401

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under the provisions of the Internal Revenue Code section indicated above.

Unless specifically excepted, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) for each employee to whom you pay $100 or more during a calendar year. And, unless excepted, you are also liable for tax under the Federal Unemployment Tax Act for each employee to whom you pay $50 or more during a calendar quarter if, during the current or preceding calendar year, you had one or more employees at any time in each of 20 calendar weeks or you paid wages of $1,500 or more in any calendar quarter. If you have any questions about excise, employment or other Federal taxes, please address them to this office.

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

The box checked at the top of this letter shows whether you must file Form 990, Return of Organization Exempt from Income Tax. If Yes is checked, you are required to file Form 990 only if your gross receipts each year are normally more than $25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of your annual accounting period. The law provides for a penalty of $10 a day, up to a maximum of $5,000, when a return is filed late, unless there is reasonable cause for the delay. This penalty may also be charged if a return is not complete. So, please make sure your return is complete before you file it.

(over)

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

If the heading of this letter indicates that a caveat applies, the caveat below is an integral part of this letter.

Because this letter could help resolve any questions about your exempt status and private foundation status, you should keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

District Director

CADC

Proposed Budget

FY 2020

&

Audited Financial Statements

Carroll Area Development Corporation
Proposed Budget
Fiscal Year Ending December 31, 2020

Account	2020 Budget
Revenue	
Private Investment	$ 40,000
Dues & other	$ 15,400
City of Carroll	$ 76,375
Carroll County	$ 76,375
Total Revenue	**$208,150**
Expenses	
Administration Office equipment, supplies, phone, postage dues and subscriptions, payroll and benefits, development meetings, education, mileage	**$148,250**
Development Existing Industry Program, web development, printing, mailing, prospect contact, industry/project research, special projects, regional marketing, workforce development, small business development	**$59,900**
Total Expenses	**$208,150**
Net Income	**$0**

CARROLL AREA DEVELOPMENT CORPORATION
Independent Accountant's
Review Report

For the Year
Ending December 31, 2018

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CARROLL AREA DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEMBERS

TERM EXPIRES JULY 2019

Jim Gossett
John Brockelsby
R Q Christensen, MD
Rick Hunsaker
Aaron Juergens
Jim Knott
Dr. Steve Kraus
Mike Pogge-Weaver
Gaylin Ranniger
Andy Reiman
Mike Schwabe
Adam Schweers
Kenny Snyder
Brandon Vonnahme

TERM EXPIRES July 2020

Jim Auen, President
Nick Badding
Joe Behrens
Doug Burns
Howie Drees, Secretary
Kourtney Irlbeck
Joel Lundstrom
Rhonda Mart
Paul Milligan
Dean Onken
Dave Quandt
Dawn Meyer
Jeff Scharfenkamp
Ed Smith
Kim Tiefenthaler, Treasurer

TERM EXPIRES July 2021

Barry Bruner
Tom Farner
Mike Franey, Vice President
Matt Greteman
Todd Kanne
Kevin Lein
Katie Manson
Jair Mayhall
Nancy Janssen
John Steffes
Gene Vincent

APPOINTED ANNUALLY

Dr. Eric Jensen, Carroll Mayor
Ted Garringer, Chamber Representative
Gene Meiners, Carroll County Supervisor

CARROLL AREA DEVELOPMENT MANAGEMENT

Shannon Landauer, Executive Director

John D. Morrow

Certified Public Accountant

Member
Iowa
Society
Certified Pubic Accountants

PO Box 400
109 Main Street
Wall Lake, Iowa 51466

Phone: (712) 664-2891
FAX: (712) 664-2717
Cell: (712) 830-3121
morrowjd@netins.net

August 6, 2019

INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To the Board of Directors
Carroll Area Development Corporation
Carroll, IA 51401

I have reviewed the accompanying financial statements of Carroll Area Development Corporation (a non-profit corporation), which comprise the statement of financial position as of December 31, 2018, and the related statement of activities and change in net assets, cash flow for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, I do not express such an opinion.

Management's Responsibility for the Financial Statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility
My responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. Those standards require me to perform procedures to obtain limited assurance as a basis for reporting whether I am aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. I believe that the results of my procedures provide a reasonable basis for my conclusion.

Accountant's Conclusion
Based on my review, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

John D. Morrow
Certified Public Accountant

FINANCIAL STATEMENTS

Exhibit A

CARROLL AREA DEVELOPMENT CORPORATION
STATEMENT OF FINANCIAL POSITION
Year Ending December 31, 2018

	2018
ASSETS:	
CURRENT ASSETS:	
Cash equivalents	$ 134,650
Accounts Receivable	1,725
Total Current Assets	136,375
OTHER ASSETS:	
Equipment	2,093
Accumulated Depreciation	(2,093)
Total Other Assets	0
TOTAL ASSETS	$ 136,375
LIABILITIES AND NET ASSETS:	
CURRENT LIABILITIES:	
Accounts payable	$ 1,538
NET ASSETS:	
Without donor restrictions	134,837
TOTAL LIABILITIES & NET ASSETS	$ 136,375

See accompanying Notes to Financial Statements and Independent Accountants Review Report.

Exhibit B

CARROLL AREA DEVELOPMENT CORPORATION
STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
Year Ending December 31, 2018

	2018
Change in net assets without donor restrictions:	
Revenues:	
Local Revenues	
City of Carroll	$ 71,625
Carroll County	71,625
Private Investment	39,000
Membership Dues	9,000
Special Projects	2,276
Interest from investments	711
In Kind Contribution	33,221
Total Revenue	$ 227,458
Expenditures:	
Program Services:	
Development projects	44,721
Administrative Costs:	
Support Services	149,255
In Kind Expenditures	33,221
Total Expenses	227,197
Revenue over Expenses	261
Net Assets Beginning of Year	134,576
Net Assets End of Year	$ 134,837

See accompanying Notes to Financial Statements and Independent Accountants Review Report.

Exhibit C

CARROLL AREA DEVELOPMENT CORPORATION
STATEMENT OF CASH FLOW
Year Ended December 31, 2018

	2018
Resources Provided (Used) By:	
Cash Flow From Operating Activities:	
Increase in Net Assets	$ 261
Adjustments to Reconcile Net Assets to Net Cash Provided by Operating Activities:	
Depreciation	109
(Increase) Decrease in Accounts Receivable	1,639
Increase (Decrease) in Accounts Payable	(1,113)
Net Cash Provided by Operating Activities	896
Cash Flow from Investing Activities:	
None	0
Cash Flow from Financing Activities:	
None	0
Net Increase in Cash	896
Cash, Beginning of Year	133,754
Cash, End of Year	$ 134,650

Supplemental Disclosures of Cash Flow Information:

NONE

See accompanying Notes to Financial Statements and Independent Accountants Review Report.

CARROLL AREA DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
December 31, 2018

Note 1 Nature of Activities and Significant Accounting Policies

A. Nature of Organization

The Carroll Area Development Corporation was organized for the purpose of economic development activities. To accomplish these purposes, Carroll Area Development Corporation has all the powers enumerated in Chapter 504 of the Code of Iowa. These powers are limited to the definitions and purposes encompassed by Section 501(c)(6), of the Internal Revenue Code.

B. Significant Accounting Policies

Basis of Accounting - The financial statements of Carroll Area Development Corporation have been prepared on the accrual basis of accounting and in accordance with the American Institute of Accountants' Audit and Accounting Guide, *Not-For-Profit Organizations.* The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

Basis of Presentation - Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Statement of Financial Accounting Standards (SFAS) No. 117 (ASC 958), *Financial Statements of Not-for-Profit Organizations.* Under SFAS No. 117, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net assets, revenues, and expenses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Carroll Area Development Corporation and changes therein are classified and reported as follows:

Net Assets without Donor Restrictions are resources over which the Board of Directors has discretionary control and are available for the various programs and administration of the Organization.
Net Assets With Donor Restrictions are resources subject to donor imposed restrictions which will be satisfied by actions of the Organization or the passage of time.

Use of Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Concentration of Credit Risk - Financial instruments that potentially subject the Carroll Area Development Corporation to concentrations of credit risk consist principally of temporary cash investments and deposits. The Carroll Area Development Corporation places its cash investments with financial institutions and limits the amount of credit exposure to any one financial institution.

Note 1 Nature of Activities and Significant Accounting Policies (continued)

B. Significant Accounting Policies (continued)

Assets, Liabilities and Net Assets - The following accounting policies are followed in preparing the statement of financial position.

Cash Equivalents - For the statement of cash flow, all cash investments that are highly liquid are considered to be cash equivalents. Cash includes amounts in demand deposits, savings accounts, certificates of deposits, and money market funds.

Accounts Receivable and Program Reimbursements - Carroll Area Development Corporation carries it's accounts receivables at cost.

Allowance for Doubtful Accounts - There is no provision for accounts receivable bad debts since all receivables are considered to be collectible.

Property and Equipment - The Organization's management has adopted the policy to expense small purchases of furniture and equipment with costs of less than $250. Assets with costs of greater than $250 are recorded at cost if purchased or fair value if donated. Depreciation is computed by the straight-line method over estimated useful lives. Maintenance and repairs are charges to expense as incurred, major renewals and betterments are capitalized. When items of equipment or property are sold or retired, the related costs are removed from the accounts and any gain or loss is recognized.

Income Taxes - Carroll Area Development Corporation is exempt from Federal income taxes under provisions of Internal Revenue Code Section 501(c)(6).

The organization files Form 990, Return of Organization Exempt From Income Tax, in the U.S. federal jurisdiction.

Donated Services and Facilities - Various individuals volunteer their time and perform a variety of tasks that assist the Organization with various assignments. Contributions In-kind are also the result of a commitment by the Carroll Chamber of Commerce, along with private business contributions, to match contributions of cash by the City of Carroll, Iowa, and Carroll County, Iowa, which were $76,625 and $71,625 respectively. The value estimated by the Board of Carroll Area Development Corporation and the Carroll Chamber of commerce is $33,221 based upon the fair market value of the facility, the supplies and the services provided by the Carroll Chamber of Commerce. The contributed amounts are recognized in the financial statements because it meets the criteria for recognition under FASB ASC 958-605-25. The private business contributions, which include the in-kind from the Chamber for the year ended December 31, 2018 satisfied the letter of understanding.

Note 1 Nature of Activities and Significant Accounting Policies (continued)

B. Significant Accounting Policies (continued)

Cash Flow - The statement of cash flow is presented using the indirect method. For purposes of the statement of cash flow, the Carroll Area Development Corporation considers cash equivalents to include time deposits and certificates of deposit. Carroll Area Development Corporation's certificates of deposit are readily convertible to cash if needed for operations.

Advertising Costs - Advertising costs are charged to operations when incurred. The Chamber has not incurred any direct-response advertising.

Functional Allocation of Expense - The costs of providing the various programs and activities have been summarized on a functional basis in the notes to the financial statements.

Note 2 Organization Risk Management

Carroll Area Development Corporation is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. Carroll Area Development Corporation assumes liability for any deductibles and claims in excess of coverage limitations. Settled claims resulting from these risks have not exceeded commercial insurance coverage in any of the past two fiscal years.

Note 3 Total Deposit Accounts And Insured Depository Limits

Carroll Area Development Corporation maintains checking, savings, and certificates of deposit in a financial institution. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to $250,000. The Carroll Area Development Corporation did not exceed the $250,000 limit during the audit period.

Note 4 Date of Management's Review

The Organization has performed an evaluation of subsequent events through August 6, 2019, which is the date the financial statements were available to be issued, noting no events which affect the financial statements as of December 31, 2018.

Note 5 Functional Expenses

Carroll Area Development Corporation's functional expenses are as follows:

Program Services:	
Development Projects:	
Access Washington	$ 4,660
Industry/Project research	1,954
Marketing/Recruitment	10,606
Special projects	12,063
Printing & mailing	175
Workforce development	5,000
Western Iowa Advantage	10,263
Total Development Projects	44,721
Support Services:	
Administrative:	
Payroll reimbursements	119,985
Contract Services	2,690
Depreciation	109
Dues & subscriptions	1,857
Meetings	6,242
Office supplies, etc	1,252
Professional development	4,561
Repairs	11,258
Telephone	1,301
Total Administrative	149,255
In Kind Expenditures:	
Office equipment	600
Rent-office space	15,567
Utilities	4,857
Property tax	4,524
Insurance	3,338
Building custodial & maintenance	4,335
Total In Kind Expenditures	33,221
TOTAL EXPENSES	$ 227,197

History of Revenue

Local Governments

CADC Revenue
From Local Governments

FY	City	County	Public Total	Private Total
91	$ 15,000	$ 15,000	$ 30,000	$ 0
92	$ 15,000	$ 15,000	$ 30,000	$ 1,800
93	$ 30,000	$ 15,000	$ 45,000	$ 5,000
94	$ 30,000	$ 30,000	$ 60,000	$ 500
95	$ 30,000	$ 30,000	$ 60,000	$ 700
96	$ 30,000	$ 30,000	$ 60,000	$ 6,200
97	$ 35,000	$ 35,000	$ 70,000	$ 5,200
98	$ 35,000	$ 35,000	$ 70,000	$ 5,000
99	$ 35,000	$ 35,000	$ 70,000	$ 6,000
00	$ 35,000	$ 35,000	$ 70,000	$ 5,700
01	$ 35,000	$ 35,000	$ 70,000	$ 5,400
02	$ 35,000	$ 35,000	$ 70,000	$ 12,900
03	$ 42,500	$ 42,500	$ 85,000	$ 13,850
04	$ 42,500	$ 42,075	$ 84,575	$ 13,850
05	$ 42,500	$ 42,500	$ 85,000	$ 16,250
06	$ 42,500	$ 42,500	$ 85,000	$ 21,250
07	$ 45,000	$ 45,000	$ 90,000	$ 21,250
08	$ 47,250	$ 47,250	$ 94,500	$ 25,750
09	$ 49,600	$ 49,600	$ 99,200	$ 26,000
10	$ 52,000	$ 52,000	$ 104,000	$ 28,000
11	$ 53,100	$ 53,100	$ 106,200	$ 31,000
12	$ 55,750	$ 55,080	$ 110,830	$ 35,650
13	$ 58,550	$ 57,154	$ 115,704	$ 33,500
14	$ 61,500	$ 60,011.50	$ 121,511.50	$ 34,850
15	$ 64,575	$ 63,012	$ 127,587	$ 34,850
16	$ 67,037	$ 66,963	$ 134,000	$ 36,625
17	$ 70,262.50	$ 69,388	$ 139,650.50	$ 38,000
18	$ 71,625.00	$ 71,625.00	$ 143,250.00	$ 40,000
19	$ 73,875.00	$ 73,875.00	$ 147,750.00	$ 41,500

Partners In Progress

CADC

CARROLL AREA DEVELOPMENT CORP.

Partners In Progress

MESSAGE FROM THE PRESIDENT

CADC MISSION STATEMENT

Carroll Area Development Corporation provides support to the existing industry base, assists in the establishment of new industry and works to enhance area quality of place for residents and businesses throughout Carroll County, Iowa.

IMPORTANT DATES

October 9, 2019

CADC Partners Luncheon

Keynote Speaker Debi Durham

Iowa Economic Development Authority

October 30, 2019

Carroll County Roundtable

Guest Liesl Eathington

ISU Department of Economics

Presenting on City and County Retail Trade Analysis Reports

November 13, 2019

WIAD Housing Summit

8:30 am-4:00 pm

Carrollton Centre

UPCOMING RELEASES

Community Retail Trade Analysis Reports

Carroll County Laborshed

Carroll County is a great place to live, work and do business. Carroll County benefits from business diversity. Agriculture, manufacturing, healthcare, insurance and distribution are just a few of the business groups that make Carroll County a regional business center. As the Carroll County economy continues to grow, new technologies come forward bringing new opportunities to Carroll County businesses and residents.

The mission of CADC is to support continued growth of our existing businesses as well as attract new industry to the area. CADC partners with six neighboring counties that form Western Iowa Advantage. This partnership promotes the strengths of western Iowa. CADC works with the Small Business Development Center, Iowa Economic Development Authority, Region XII Council of Governments, along with education and utility partners to maximize business opportunities.

Having a strong business base is important. Now though, people want and are looking for quality of place when making decisions on where to live and work. CADC has endorsed better education, committed to workforce housing, and supported improved health care options as well as more diverse retail options and recreation. CADC strives to make Carroll County the best place to do business and the best place to live.

As unemployment rates across the region continue to be low, CADC has continued to emphasize initiatives that can impact the decisions of those who may consider relocating to another community. Workforce development initiatives continue to be a priority for CADC going into 2020. Part of the solution is knowing the data and conditions, and that is why it is important for CADC and Carroll County businesses to continue taking part in the Carroll County Laborshed that is completed by Iowa Workforce Development, with the updated version expected to be complete by the end of 2019.

Your private investment will assist CADC with its mission of keeping Carroll County a great place to live and work.

Thank you for supporting CADC!

Jim Auen
President

BOARD OF DIRECTORS

ck Badding, Badding Construction

Joe Behrens, Templeton Area Development Corporation

Becky Boes, Carroll Community School District

John Brockelsby

Barry Bruner, Bruner, Bruner & Reinhart, LLP

Doug Burns, Carroll Times Herald

RQ Christensen, M.D.

Tom Farner, Core-Mark Midcontinent, Inc. DBA Farner-Bocken Company

Ted Garringer, Chamber President

Jim Gossett, Raccoon Valley Electric Cooperative

Matt Greteman, Greteman & Associates

Rick Hunsaker, Region XII Council of Governments

Kourtney Irlbeck, Carroll County

Nancy Janssen, City of Breda

Dr. Eric Jensen, Mayor of Carroll

Aaron Juergens, Sunburst Valley Farms

Todd Kanne, Community Oil Company

Jim Knott

Dr. Steve Kraus, Biokinemetrics, Inc.

Joel Lundstrom, PhD, DMACC-Carroll Campus

Rhonda Mart, New Hope

Katie Mason, City of Coon Rapids

Jair Mayhall, Greteman & Associates

Gene Meiners, Carroll County Supervisor

Paul Milligan, Commercial Savings Bank

Charlie Nixon, Coon Rapids Development Group

Dean Onken, Core-Mark Midcontinent, Inc. DBA Farner-Bocken Company

Mike Pogge-Weaver, City of Carroll

Dave Quandt, American Home Shield

Gaylin Ranniger, First National Bank-Manning

Andy Reiman, Carroll Glass

Jeff Roiland, Western Iowa Networks

Jeff Scharfenkamp, Availa Bank

Mike Schwabe, Toyne, Inc.

Adam Schweers, Computer Concepts of Iowa

Ed Smith, St. Anthony Regional Hospital

Kenny Snyder, Carroll Cleaning Supply

John Steffes, Kuemper Catholic School System

Gene Vincent, Vincent Realty

EXECUTIVE COMMITTEE

President - Jim Auen
Auen Distributing

Vice-President - Mike Franey
Mid-Iowa Insurance & Real Estate

Secretary - Howie Drees
Drees Co.

Treasurer - Kim Tiefenthaler
Performance Tire & Service

Executive Committee-Dawn Meyer
City of Manning

STAFF

Shannon Landauer, CEcD
Executive Director

Rosanne Nees
Business Development Director

Ashley Schable
Program Director

ACCESS WASHINGTON

CADC Delegation Visits Nations Capitol

In June, a Carroll County delegation made the trip to Washington DC to visit elected officials to discuss issues affecting Carroll County businesses and communities. After several years, the Access Washington trip has seen several positive outcomes. This year, representatives brought several topics to the attention of our elected delegation and department leaders, including:

- Copper Effluent Limitations
- Natural Gas Expansion
- Carroll Recreation Center Funding
- Prisoner Built Housing
- Rural Hospital Demonstration Program
- Rural Healthcare
- Medicaid Cost Containment
- Transportation Funding

Front (l-r): Shannon Landauer, Mike Pogge-Weaver, Doug Burns.

Back (l-r): Gene Meiners, Rick Hunsaker, Dr. Eric Jensen, Dawn Meyer.

This year, one of those was the expansion of the natural gas pipeline from Manning. The issue was introduced to elected officials and department leaders on the 2018 trip as a potential project, and in 2019 it was time to go back with an update.

As the Manning team had developed the project scope and been in application process for the expansion, Access representatives provided an update on the project and explained the benefits to the Manning area when the project is completed. The project going forward provides opportunity for expansion of the system to Arcadia, as well as offering opportunity for additional capacity for new and expanding customers. The Manning system is currently serving Templeton and Aspinwall. The project is slated to be completed by the end of 2019.

Throughout the visit, the delegation had the opportunity to meet with Senator Chuck Grassley, Senator Joni Ernst, Congressman Steve King, Congressman Ro Khanna, and representatives for Congressman Axne. The Department visits included the Department of Transportation, Department of Labor, and USDA. Carroll Area Development Corporation plans to conduct the Access Washington trip again in 2020, bringing forward topics of interest to Carroll County businesses and communities.

While the Access Washington committee makes plans for the 2020 visit, businesses and communities will be contacted regarding the opportunity to attend and present topics of interest.

SPIRIT OF EXCELLENCE

ch year, CADC recognizes Carroll County businesses that invest resources in projects for their business that result in expanded tax base and the addition of quality jobs in Carroll County. Along with investment and job creation, the award is presented to Carroll County companies that value strong business partnerships and essential community involvement. Recently, CADC has presented this award to Carroll Coolers of Carroll and Landus Cooperative of Ralston.

Carroll Coolers

Carroll Area Development Corporation presented Mark Edmonds, President; Bryce Beedy, Vice President and Dave Miller, Plant Manager of Carroll Coolers with *The Spirit of Excellence* award in October. Carroll Coolers recently invested $3.4 million dollars in equipment and a 19,370 square foot expansion to their facility which will create 10 additional jobs in the next 1-2 years. Carroll Coolers began operation in 1987 in the former Heider Manufacturing building on West 3rd Street in Carroll. In 1995, the company moved to its current location on Highway 30 West. Carroll Coolers currently has 62 employee-owners, 46 of whom work in production and shipping. They build custom walk-in coolers and freezers that serve cold storage needs for a variety of industries including convenience stores, supermarkets, schools, institutions, and warehouses – nearly any cold storage needs their customers might have.

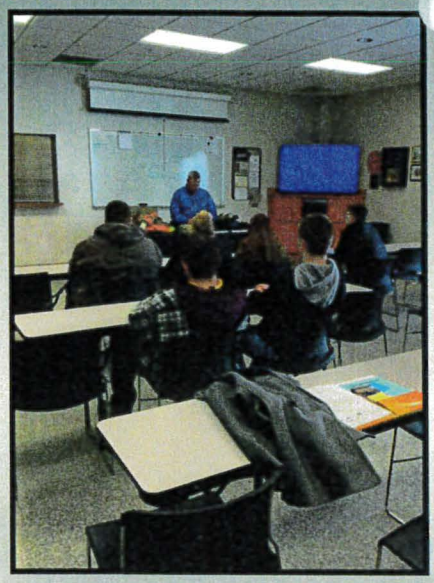
Landus Cooperative

Carroll Area Development Corporation presented Mark Cullen, Chief Animal Nutrition Officer and Kevin Grundmeier, SoyPlus® Plant Manager of Landus Cooperative with *The Spirit of Excellence* award in February. Landus Cooperative recently completed a $27 million project to increase soybean processing capacity by 50 percent at its SoyPlus® manufacturing facility in Ralston. SoyPlus® is an industry-leading high bypass protein dairy feed ingredient used in dairy rations across the world. The expansion has created 11 new full-time, family-wage positions.

As a farmer-owned cooperative, Landus Cooperative originates soybeans from its membership of more than 7,000 farmers in Iowa and parts of Minnesota. The cooperative estimates 30-50 percent of all soybeans purchased from farmers this year at its nearly 670 grain locations will be processed into SoyPlus® at the Ralston plant.

2019 IN REVIEW

DMACC Computer Languages Program, Career Discovery Day



Carroll Area Development Corporation continues to emphasize the importance of workforce development in Carroll County. As a significant part of this conversation, CADC gets involved with area initiatives that promote post-secondary education that will ultimately help local employers to fill available positions while planning for workforce needs of the future. Several DMACC projects that CADC has supported recently have been the DMACC Career Discovery Day effort with area sophomores, the LCAN grant and the implementation of the Computer Languages program.

DMACC Career Discovery Day takes place twice each school year, bringing local students in to learn about career opportunities in the area and the education path needed to be eligible for employment. The LCAN grant is a project that is led by community and education partners in Carroll and surrounding communities. The focus of the project is to build a college-going culture and increase the post-secondary completion rates within our communities. The final project CADC has supported this year is the implementation of the Computer Languages program at DMACC. The need for training in tech positions brought about the discussion on a localized education component, resulting in DMACC developing curriculum for area residents. The program is open to all ages and engagement can begin as early as a student's junior year in high school, with completion leading to employment in coding positions above the local median income levels.

Business Retention and Expansion Report

A key program to Carroll Area Development Corporation is the Business Retention and Expansion program. Every other year, approximately 40 business visits are conducted to gather data in the areas of company growth, workforce, technology and community satisfaction. The completion of the visits brings data to CADC that is used locally for program development and is included in the BEST of Iowa report that includes statewide data. All surveys are completed using the same set of questions. Some report features are included below.

EXPANSION PLANS

Of the survey participants, **62%** of these companies have plans to expand in the next three years.

The planned expansions will create **65** new positions, and will represent an investment of over **$30** million in the Carroll area.

These companies currently employ **2541** individuals in Carroll County.

62%

65

$30M

2541

GREATEST ACHIEVEMENTS

- EMPLOYMENT GROWTH
- BUSINESS GROWTH
- FACILITY MODERNIZATION
- MERGER/EXPANSION COMPLETION
- PRODUCTS/SERVICES ADDED
- NEW TECHNOLOGY IMPLEMENTED
- FINANCIAL OBJECTIVES MET
- SALES GOALS MET
- ADDED NEW LOCATION
- ADDED NEW MARKET

In 2020, CADC will be conducting a full schedule of visits among the business community in Carroll County. Those included are major employers, potential growth sectors as identified by IEDA and those that are considered prime industry.

2019 IN REVIEW

Leadership Iowa Economic Development Session Hosted In Carroll County

Carroll County was chosen to host the economic development session for Leadership Iowa in May. The class participants spent three days in Carroll County hearing from speakers, taking tours and visiting a variety of local businesses.

The session began Wednesday with tours of Templeton Rye, Manning Hausbarn and Puck Custom Enterprises. The day concluded with downtown exploration and dinner. Thursday morning began with a welcome to Carroll from Carroll's Mayor, Dr. Eric Jensen followed by an overview on the elements of economic development from Drew Conrad with UNI's Institute for Decision Making. Also on Thursday, Sandy Ehrig with Renew Rural Iowa and Wes Ehrecke discussed revitalizing rural Iowa on a statewide scale and how the gaming industry plays into economic development. Local elements included a panel of local economic development officials and a walking tour of downtown revitalization projects in Carroll. Past Mayor, Ed Smith, greeted guests and discussed the Urban Renewal project in Carroll. Friday was spent at Core-Mark Midcontinent, Inc. dba Farner-Bocken Company. The day included panelists discussing community placemaking strategies and concluded with update from Director Durham with the Iowa Economic Development Authority.

My Talent Integration

In June, CADC partners were invited to meet with Frederico Velasco of My Talent Integration to learn more about his employee recruitment process. Frederico's company focuses on bringing qualified candidates to position in a specific region. The concept is not to bring a large quantity of employees, but to find the right candidate for specific positions. His model doesn't just focus on filling the position, but also on helping the employee establish themselves in the community with housing, transportation and other needs.
My Talent Integration focuses on helping individuals from Puerto Rico relocate to the midwest for positions that meet their individual skillsets. Areas of success have included production, transportation and CNAs. The connection with Frederico was first made at the Community Venture Network event in the spring, providing communities the opportunity to hear about his model. Since his visit in June, he has continued to look for ways to partner with Carroll County businesses. A part of the relocation process includes identifying housing, learning of local community services and amenities and really helping the individual prepare to become a prepared employee and a resident of the community.

ASSISTANCE AVAILABLE

CADC works with resource providers, educational partners, and a number of other sources of information provide support to new and existing businesses. To meet the needs of businesses, CADC can offer a connection to data, organizations and agencies that will help to make their business more successful. The development, workforce, entrepreneurial and community assistance programs can be very beneficial no matter what stage of business development a project may be in.

DEVELOPMENT ASSISTANCE

Regulatory & Environmental Assistance
Lean Manufacturing
Maximizing Local & State Incentive Programs
Retail Sales Analysis
Regional Revolving Loan Fund
Building & Site Search
Direct Financial Assistance Programs
Export & International Trade-Info and Assistance
Small Business Administration Loans
Succession Planning
Economic Data & Trends

WORKFORCE ASSISTANCE

Carroll County Laborshed
Job Training Programs
Regional Workforce Needs Assessment
Layoff Aversion Program
Regional Employment Benefit Analysis
Internship Programs
Industry-Specific Employment Information
Occupational & Industry Projections
Job Jet-Regional Ride Sharing
Wage & Salary Information
Regional Job Outlook
Home Base Iowa

ENTREPRENEURIAL ASSISTANCE

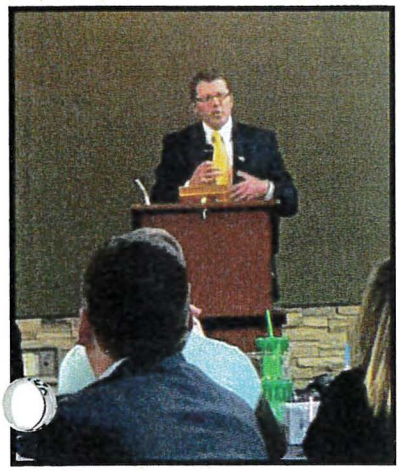
Business Planning Assistance
Entrepreneur Boot Camp
Smart Start Classes
Market Research
Targeted Small Business Resources
Site & Building Search
Youth Entrepreneur Academy

COMMUNITY ASSISTANCE

Strategic Planning
Census & Demographic Data & Analysis
Economic Development Marketing
Industrial Park Development
Retail Sales Analysis
Conflict Resolution Training
Site Specific Marketing
Economic Data & Trends
Citizen Academies
Issue & Project Advocacy
Business Retention & Expansion
Community Profiles
Site & Building Database
Non-Profit Board Training

WESTERN IOWA ADVANTAGE

The Western Iowa Advantage regional marketing committee continues to meet monthly with emphasis on business attraction and business retention as priority items. This has included efforts around workforce development, housing and quality of place marketing. Meetings are held throughout the region and include local tours to familiarize regional partners with community projects and amenities. In the last year, efforts with business attraction include attendance at Community Venture Network events in Minneapolis, BIO World Congress in Des Moines and the Mid-America EDC Competitiveness Conference & Site Selector Forum.



The 2019 WIAD Annual Meeting was held in Carroll. Justin Erickson of Essex Capital was the keynote speaker. As he discussed the Community Venture Network events and rural economic development overall at the banquet, he also took time to tour communities in the region to conduct site and building tours.

The 2019 calendar year has also brought a change in the configuration of the organization. Calhoun County has joined the Western Iowa Advantage group, while Midwest Partnership has opted out of the organization.

Upcoming events in the remainder of 2019 include a Housing Summit, being held in Carroll on Wednesday, November 13. This is a transition from the annual Employer Educator Summit to another significant conversation in the WIAD communities. All are welcome to attend, and should watch for updates on the WIAD website at www.westerniowaadvantage.com

Small Business Development Center

Carroll Area Development Corporation continues to partner with the North Central Iowa Small Business Development Center to provide business resources to local business and industry. Director Kimberly Tiefenthaler is based out of Fort Dodge, with a local office at Region XII Council of Governments in Carroll. Services provided include business plan development, business transition planning, market research, and preparation for financial application. In addition to consulting services, NCI SBDC provides business trainings, such as QuickBooks, Google and SEO Marketing, Social Media Marketing and Cyber Security. 2019 Statistics for Carroll County include:

- 14 clients
- $375,000 in Capital Infusion
- $167,000 in Owner's Investments
- $1,770,000 in Sales Increases

Additionally, NCI SBDC has a video project underway, to create free, professionally produced videos for marketing their business and the SBDC organization. This year, three Carroll County business owners participated in the Goldman Sachs 10,000 Small Businesses Program-Adam Schweers of Computer Concepts of Iowa, Sue Gehling of GehlPRO Welding and Jim Jensen of Trophies Plus, Inc. Another cohort is set to begin soon.

PRIVATE INVESTMENT PARTNERS

Alliant Energy
American Home Shield
Ashwood, Inc.
Auen Distributing
Availa Bank
Badding Construction
Bauer Built Tire & Service Center
Black Hills Energy
Bruner, Bruner & Reinhart, LLP
Carpet One Floor & Home
Carroll Broadcasting
Carroll Coolers
Carroll Dental Associates
Carrollton Centre
Central Iowa Ready Mix
Collins Aerospace
Commercial Savings Bank
Community Oil Company
Computer Concepts of Iowa
Core-Mark Midcontinent, Inc. dba Farner-Bocken Company
Daily Times Herald
DMACC-Carroll Campus
Drees Co.
Feld Fire
First American Home Warranty
First National Bank, Manning
Greteman & Associates
Hy-Vee
Iowa Corn Processors
Iowa Savings Bank
JEO Consulting Group, Inc.
Lenz Insurance and RE/MAX Professionals Realty
McLaughlin International/New Way
MidAmerican Energy
Mid-Iowa Insurance & Real Estate
Moorhouse Ready Mix
Motor Inn of Carroll
MoveIT Companies
Nelson Electric
NEW Cooperative
O'Halloran International, Inc.
Olsen Muhlbauer & Co.
Pella Corporation-Carroll Operations
Performance Tire & Service
POET Biorefining-Coon Rapids
Raccoon Valley Electric Cooperative
Schroeder Seamless Siding
Security Title and Investment
St. Anthony Regional Hospital
Templeton Rye
Templeton Savings Bank
The Graphic Edge, Inc.
United Bank of Iowa
Western Iowa Networks
Windstar Lines
Wittrock Motors

ECONOMIC DEVELOPMENT PARTNERS

Alliant Energy • Arcadia Betterment & Development • Black Hills Energy • Breda Betterment

Carroll Chamber of Commerce

Carroll County Supervisors • City of Carroll

Coon Rapids Development Group • DMACC-Carroll Campus • Glidden Development Group

Iowa Area Development Group • Iowa Economic Development Authority

Iowa Workforce Development • Manning Betterment • MidAmerican Energy

North Central Iowa Small Business Development Center

Raccoon Valley Electric Cooperative • Region XII Council of Governments • Small Business Development Center

Templeton Area Development Corporation Western Iowa Advantage

MESSAGE FROM THE DIRECTOR

Carroll Area Development Corporation has had a great year! Throughout the county we have seen significant investment into business projects, and we have seen an increase in investment in housing projects as well. We have seen a number of examples of partnerships being used to leverage resources for the betterment of the region. CADC strives to encourage the most effective use of resources available. The public-private structure of CADC between the City of Carroll, Carroll County and private investors creates the opportunity to work collaboratively for the successful completion of projects. The implementation of new economic development initiatives has to be done with the cooperation of all levels of local leadership.

As the year at CADC has been very involved with projects ranging from business start-up and expansion activity to business transition planning, the investments in Carroll County remain impressive. Throughout the county we have celebrated groundbreaking and ribbon cutting events in ag processing, manufacturing, healthcare and retail. As indications remain strong of a vibrant local economy, at CADC we remain focused on opportunities to be an example of growth and prosperity for rural Iowa. We tell our story at every opportunity, and always welcome a chance to host guests for a look at the wonderful things Carroll County has to offer. CADC has hosted the WIAD Annual Banquet, workforce and site selection consultants, economic development professionals from peer communities and elected officials. Additional project work underway includes a shovel ready site project, committee involvement on transportation initiatives, marketing initiatives with Golden Shovel Agency and partnership development with project based-learning classes. We encourage our partners to visit the CADC website at www.carrollareadev.com and to follow our social media accounts to stay informed on CADC initiatives!

Throughout this edition of Partners in Progress, you will see a number of examples of successful collaborations throughout the region bringing success and economic stability to our rural communities. This includes work being done in Carroll County and the seven-county Western Iowa Advantage region. Continuing to strengthen our county and encourage investments is an ongoing priority for CADC.

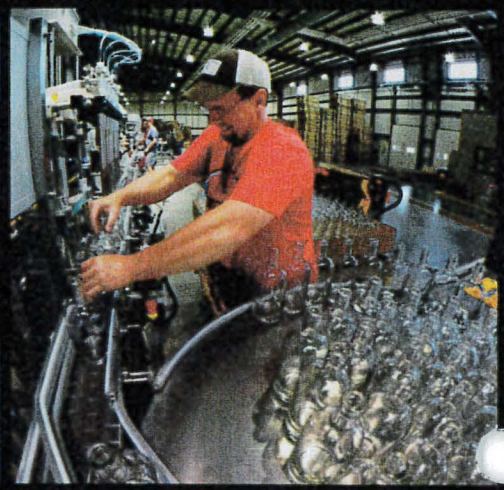
Shannon Landauer, CEcD
Executive Director

Housing Project Tour

Next Move Group Consultant Visit

MAEDC Competitiveness Conference

PROMAT Tradeshow April 2019



Carroll Area Development Corporation

407 W. 5th St.

Carroll, Iowa 51401

712.792.4383

Www.carrollareadev.com

Carroll Chamber of Commerce

Accomplish More Together

FY - 2021 Request for Funding

Prepared for:
City of Carroll

Prepared by:
Carroll Chamber of Commerce

#ChooseCarroll

#ChooseCarroll

Carroll Chamber of Commerce
Accomplish More Together

November 27, 2019

Mayor Jensen and the Carroll City Council
City of Carroll
City Hall
Carroll, Iowa 51401

Dear Mayor Jensen and Carroll City Council,

Your Carroll Chamber proposes the Carroll City Council budget $30,000 from hotel/motel tax revenue receipts to support our tourism efforts, which continue to make meaningful contributions in the community. A contribution from the city gives the chamber what it needs to continue to implement and develop our tourism and marketing plans. These funds will be used exclusively for funding the Chamber's tourism promotion efforts in the City's FY 2021.

The Chamber continues to push forward with the #ChooseCarroll campaign which reminds residents and visitors that they do have endless choices when it comes to where they work, where they stay, and where they play. #ChooseCarroll offers creative ways for everyone to think big and get inspired to experience Carroll. It reminds everyone they do have a choice, and the Carroll Chamber would like them to do everything right here, locally.

This year, the Carroll Chamber continued to build on an Alcohology piece, which features four Chamber-member businesses in a tourism marketing effort. Alcohology, the study of the alcohol industry in Carroll County, consists of tours of Templeton Rye Distillery, Iowa Legendary Rye, Santa Maria Winery and Vineyard, and Carroll Brewing Company. It includes samples and history lessons, while helping tell the story of Carroll and our businesses to truly build a community that many can be proud of. The Alcohology tour can be adapted for small or large groups during various timeframes and include different activities. The Inaugural tour hosted media partners, state and regional development partners, as well as locals to help promote the project. The Alcohology materials support our local establishments, focusing on the education component as the recruitment piece and also emphasize other local businesses once visitors get here. Through Alcohology, the Chamber will share the stories of the local establishments and the history of the buildings they each call home, and create an undeniably positive impact on our community by inviting others to the experience. The end goal is to establish Carroll County as a tourist destination.

Your Carroll Chamber is the first resource visitors turn to with questions regarding the Carroll community. Whether its information about upcoming events or inquiries regarding available lodging facilities or businesses, Chamber staff are well versed in finding our visitors the answers to their questions. The Chamber's annual Visitor Guide is distributed to Iowa Welcome Centers, visitor centers, hotels and restaurants throughout Iowa to promote our community. The Visitor Guide, along with the biennial Chamber Magazine is sent out in visitor packets, travel packets, new resident welcome packets and more. Both of these publications, along with a community calendar and business directory, are also easily accessible on the Chamber's website.

#ChooseCarroll

Carroll Chamber of Commerce
Accomplish More Together

We believe the Chamber is consistent with the mission and interest of the city, and hope you will find it in your budget to support our efforts. With the city's support, your Carroll Chamber will be better equipped to actively promote our community and attract visitors who will utilize our hotels and motels, spend their time dining in our restaurants, shopping in our retail stores, and experiencing our recreational and event opportunities.

These requested city funds allow the Chamber to promote travel to Carroll from around the state, market our family-oriented events, and the numerous recreational activities found in Carroll, from our Municipal Golf Course and Aquatic Center, to our 33-mile multi-use Sauk Rail Trail.

Nearly 400 members strong, the Carroll Chamber is an advocate for the business community, providing numerous marketing and promotional benefits to its members. Whether the needs are networking, marketing, community outreach, or advocacy, the Carroll Chamber is your partner for success.

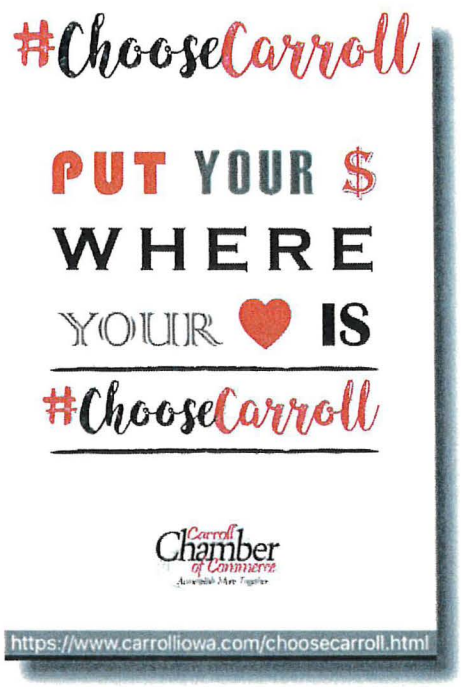
Thank you,

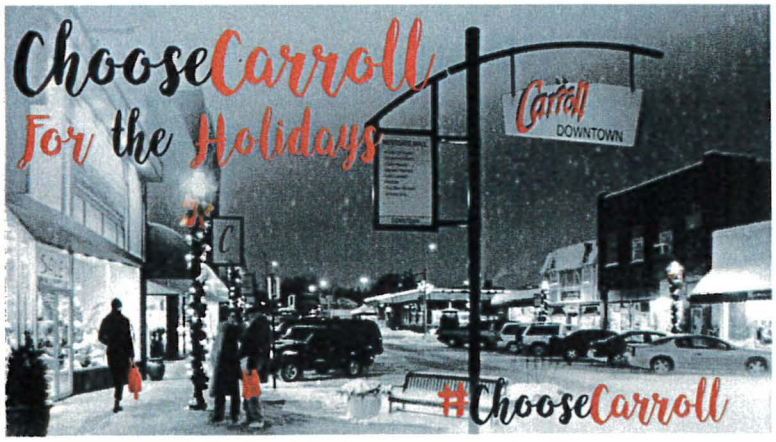
Ashley T. Schable

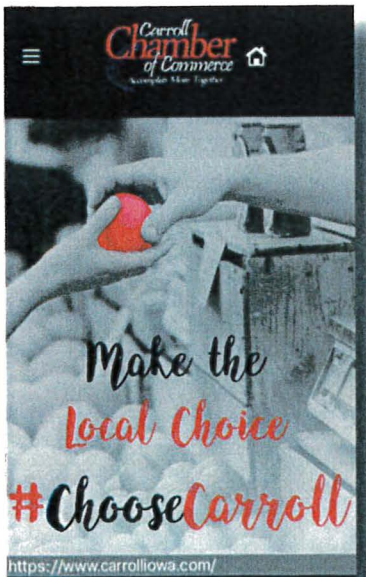
Ashley T. Schable
Program Director
Carroll Chamber of Commerce

Marketing #ChooseCarroll on websites, facebook, print, radio

#ChooseCarroll







>> >>

Your Choice Matters

When you spend **$100** in your local community, up to **$68** of that will stay in town. *Choose for that $68 to stay in Carroll!*

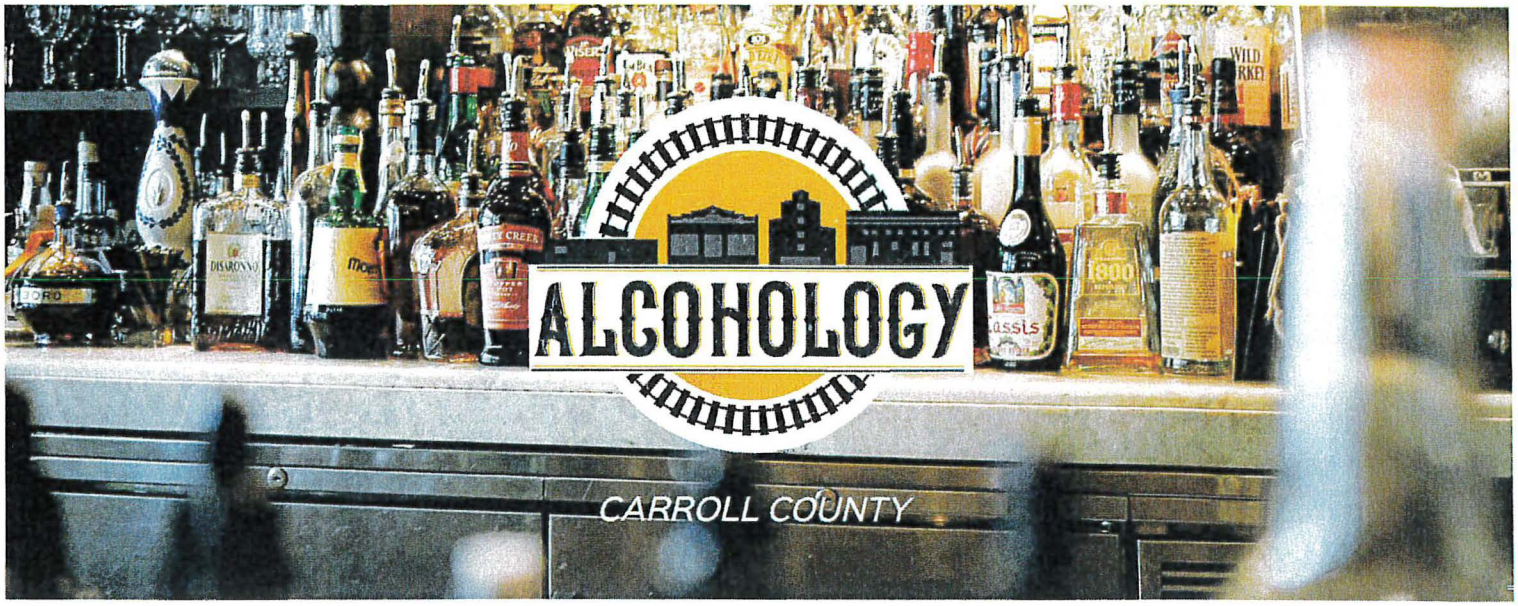
Local shoppers favorite destinations:

- **34%** visit clothing stores.
- **56%** eat at restaurants.
- **75%** frequent food/beverage destinations.

*Did you know... in 2016, Carroll County reported **$6.6 million** in local apparel sales.*

Why shoppers choose local?

- **66%** like the convenience.
- **63%** want to support local business.
- **54%** like one-of-a-kind products.



Welcome. We have a story to tell in historic Carroll County. Visit our dynamic retail district with multiple shops and restaurants. Whether you're looking for a quick bite on the run, a casual family dinner location or an elegant night out, Carroll has more than 30 restaurants to fill you up. With over 100 retail outlets from locally owned specialty boutiques to larger nationally-recognized stores, you're sure to have a memorable experience when you shop, dine and experience Carroll County on the Alcohology tour.

About Alcohology

Carroll is home to fine alcohol artisans who create everything from locally brewed beer, small batch whiskey and aged wine. No matter what your taste is, you are sure to find something that you love here. As you make your way across the state, or come home to visit family and friends, sip your way through popular establishments located inside historic buildings. Come for a brief history lesson and experience a taste of home.

Alcohology Partners

TEMPLETON RYE
The Good Stuff

IOWA LEGENDARY RYE WHISKEY

Santa Maria VINEYARD & WINERY

CARROLL BREWING CO

#ChooseCarroll

Carroll Chamber of Commerce
Accomplish More Together

2020-2021 Carroll Tourism Marketing Campaign

GOALS

Building off the Carroll Chamber of Commerce's #ChooseCarroll campaign, the goal of our 2020-2021 Tourism Marketing Campaign is to really hone in on what makes Carroll unique. By promoting our uniqueness, we'll show Carroll as a destination and bring people from all over to experience what we have right here in our backyard. We'll invite visitors to hear our local historic stories and have an experience that will continue to bring them back.

STRATEGIES

Based on the strengths of the Carroll area, the Chamber has identified and implemented a creative marketing campaign, #ChooseCarroll. The marketing message appeals to an array of key target markets and is designed to be flexible so that we can react to changes in the fast-paced, ever-changing world of marketing. The idea is to encourage our hotels, attractions, shopping venues, restaurants and other tourism-related businesses to use our #ChooseCarroll elements in their marketing efforts, and to use segments of our plan, helping us both extend the reach of our model.

Maybe it's walking the trails around Swan Lake State Park or strolling along the Sauk Rail Trail through the many beautiful parks, it all happens in Carroll. From the annual golf outings, to the 5K Color Fun Run, Carroll Band Day, and Hoop It Up basketball tournament, we are able to key in on wonderful opportunities to showcase Carroll. Through these experiences, Carroll's charm is easy to see.

Carroll's tourism industry appears to have great potential for further development. The Carroll Chamber continues to work hard to implement new marketing initiatives that help tell our story and get visitors through the doors and in our businesses, promoting Carroll as a real hidden gem for tourism. The Carroll Chamber of Commerce promotes the community as a tourism destination for both day and overnight visitors. With a number of partners we continue building the impact of tourism in and around Carroll.

The Carroll Chamber of Commerce plans on developing videos, social media and print pieces to effectively market the Carroll area's natural beauty, outdoor recreation options, historical attractions and the offerings of special events and festivals. We'll better service our tourism efforts by bringing Carroll to the forefront of traveler's minds, showing them no shortage of opportunities from the minute they leave their doorstep.

Regionally, a media mix of print, radio and social media will be utilized to establish Carroll as a regional hub for recreation, retail, dining, entertainment, and healthcare. Locally, Carroll County has a population of 20,273 to draw from. Looking beyond, to the local six county area, that population increases to 72,231 living within a 30-mile radius of our community. With increased and targeted marketing efforts, our goal will be to attract this population to Carroll for the purposes of shopping, dining, and entertainment, as well as utilizing our local healthcare services and enjoying the many recreational amenities Carroll has to offer.

more than 50 miles away as a staycation, daytrip, for leisure or to visit family and friends.

- Iowa Economic Development statistics show four out of five trips are taken for leisure while 20 percent of travelers are visiting family and friends.
- Per trip, Iowans traveling within the state (staycations) spend an average of $787. The average length of stay is 3.5 days.
- Iowa's daytrippers (regional visitors) spend an average of $288 per trip according to 2018 Iowa Economic Development statistics.

Marketing plans will specifically target women, with research showing 71.5 percent of trip planners are female. Additionally, research shows the largest percentage of purchasing decisions are made by adults age 35-50, and these individuals will also be a key focus of our marketing efforts. Top leisure travel activities include (1) visiting relatives; (2) shopping; (3) visiting friends; (4) fine dining; and (5) rural sightseeing.

REACH

The Carroll Chamber continues to make modifications to our overall tourism marketing plan and messaging to entice visitors to #ChooseCarroll for everything.

We're implementing a strategy of reaching out statewide as well as regionally to attract multiple audiences simultaneously and with similar messaging. We're paying close attention to where media placements will be made and dollars spent. In print media, careful consideration has been made regarding where media purchases are made. With audiences across the state as well as regionally, placements will be made in popular Iowa tourism publications with solid circulations.

The proposed 2020-2021 Tourism Marketing Campaign includes broadcast media purchases, working with Iowa Cable Advertising Network for a few key projects.

With our promotional material budget, we'll continue to increase our presence at tourism conferences and showcase events around the state.

#ChooseCarroll Social Media Reaches

Carroll Chamber of Com...

Home About Reviews Events Videos N

Carroll Chamber of Commerce
Posted by Ashley Schable
November 14 at 10:00 AM ·

Have you started your holiday list yet? If not, you're in luck!
We're visiting Chamber-member busin... See More

60 9 Comments 28 Shares 3K Views

Like Comment Share

5,578 people reached ›

5,578 Reached

Boost Post

Carroll Chamber of Com...

Home About Reviews Events Videos N

Carroll Chamber of Commerce
Posted by Ashley Schable
October 7 ·

Check this out!

Court Street Plaza
October 7 ·

Live in the heart of downtown Carroll! We are so excited to share with you the finished properties we have available. We ha... See More

MESSENGER nd Message

1.6K Views

1.6K Views

Carroll Chamber of Com...

Home About Reviews Events Videos

Carroll Chamber of Commerce 1,862 Reached
Beth Glynn.
Posted by Ashley Schable
October 25 ·

Congratulations to Beth and Dirk Glynn on your ribbon cutting and first dollar presentation at MR S.GLYNNandCO.

Thank-you for hosting Chamber Coffee this morning, and to everyone who joined us! We're so glad you **#ChooseCarroll**.

Carroll Chamber of Com...

Home About Reviews Events Videos N

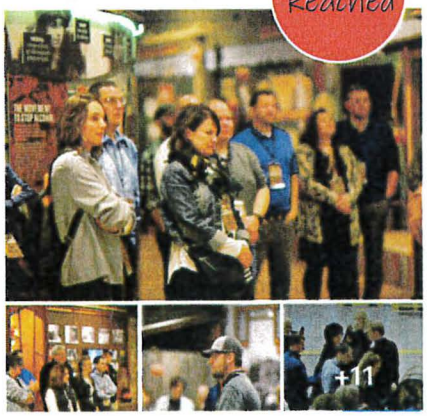
Carroll Chamber of Commerce
Posted by Ashley Schable
November 5 at 11:53 AM ·

Here's some photos from the Alcohology Tour!
Like and Share the Carroll Alcohology page!

Carroll Alcohology
Posted by Ashley Schable
November 5 at 11:33 AM ·

We had such a great time on the In Alcohology Tour that we thought some photos of the experience.

2,138 Reached



Carroll Chamber of Com...

Home About Reviews Events Videos N

Thank you to everyone who joined us last night for Night Shift at BP Country Store! The history, the games, and the food ma celebration! **#ChooseCarroll**

1,134 Reached

38 2 Comments 2

Like Comment

1,134 people reached ›

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Carroll Chamber of Commerce
Posted by Ashley Schable
October 16 ·

TOMORROW: NIGHT SHIFT
A friendly reminder to join us for Night Shift -- Thursday, Oct. 17th from 4:30-6:30 p.m. at **Carpet One Floor & Home - Carroll**. There will be food, drinks and fantastic prize drawings! Grab your friends, bring your co-workers and plan to attend! The public is invited!

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Carroll Chamber of Commerce
Posted by Ashley Schable
November 19 at 11:58 AM ·

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Proposed 2020-2021 Marketing Budget

Print Media.....$15,000.00

Print media mix to include local and statewide print media, including but not limited to Carroll Times Herald, Smart Shopper, The Iowan, Our Iowa Magazine, Iowa Travel Guide and Des Moines Register.

Broadcast Media.....$5,000.00

Broadcast media mix to include both radio and television marketing, including but not limited to Carroll Broadcasting, On Media Television, ICAN (Western Iowa Networks Cable).

Online Media.....$2,000.00

Online media mix to include social media venues including but not limited to Facebook, Twitter, Instagram, YouTube, and Snapchat

Promotional and Other.....$8,000.00

Promotional and other items may include, but will not be limited to production of the Carroll map, production of the Carroll Visitor Guide, placement of the Visitor Guide online, promotional events including the Annual Legislative Showcase and Iowa Tourism Conference, membership in the Iowa Travel Group, Western Iowa Tourism efforts and more.

2020-2021 Total Marketing Budget.....$30,000.00

Internal Revenue Service

District
Director

Department of the Treasury

Person to Contact: EO:TPA

Telephone Number: 1-800-829-1040

Refer Reply to: PRP

Date: June 24, 1994

CARROLL CHAMBER OF COMMERCE
223 W 5TH ST BOX 307
CARROLL, IA 51401

RE: EXEMPT STATUS
EIN: 42-0170016

This is in response to the letter, dated June 16, 1994, regarding your status as an organization exempt from Federal income tax.

Our records indicate that a ruling letter was issued in August 1970, granting your organization an exemption from Federal income tax under the provisions of Section 501(c)(6) of the Internal Revenue Code of 1954.

If your gross receipts each year are normally more than $25,000.00, you are required to file Form 990, Return of Organization Exempt from Income Tax by the fifteenth day of the fifth month after the end of your annual accounting period.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under Section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T.

If any question arises with respect to your status for Federal income tax purposes, you may use this letter as evidence of your exemption.

This is an advisory letter.

Sincerely yours,

Marilyn W. Day

Marilyn W. Day
District Director

2020 BOARD MEMBERS

Mark Nepple
President
Bomgaars
715 Hwy 30 W
Carroll, IA 51401
Phone: 792-5288
Fax: 792-9648
21mgr@bomgaars.com

Tim Gute
Vice President
The Market on 30
420 Hwy 30 W
Carroll, IA 51401
Phone: 792-9254
Fax: 792-9259
themarketon30@westianet.net

Lori Greteman
Secretary-Treasurer
Windstar Lines Inc
1930 Hwy 71 N, PO Box 786
Carroll, IA 51401
Phone: 792-4221
Fax: 792-9615
lori@gowindstar.com

Ted Garringer
Past President
Kuemper Catholic School System
116 S East St
Carroll, IA 51401
Phone: 792-3313
Fax: 792-8070
tlgarringer@kuemper.org

Christy Anthofer
Presidential Appointee
New Opportunities
23751 Hwy 30 E, PO Box 427
Carroll, IA 51401
Phone: 792-9266
Fax: 792-5723
canthofer@newopp.org

Jeff Vonnahme
Ag Representative
Farm Credit Services of America
919 Bella Vista Dr, PO Box 517
Carroll, IA 51401
Phone: 792-4941
Fax: 792-2157
jeff.Vonnahme@fcsamerica.com

Steve Auen
Auen Distributing Co
102 N Grant Rd, PO Box 15
Carroll, IA 51401
Phone: 792-2294
Fax: 792-2317
stevea@auendist.com

Josh Axman
Mid-Iowa Insurance and Real Estate
603 Hwy 30 W, PO Box 217
Carroll, IA 51401
Phone: 792-4324
Fax: 792-4840
josha@midiowainsurance.com

Steve Blackburn
Carroll Broadcasting
1119 E Plaza Dr, PO Box 886
Carroll, IA 51401
Phone: 792-4321
Fax: 792-6667
steve@carrollbroadcasting.com

Beth Glynn
Mrs. Glynn and Co.
207 W 4th St
Carroll, IA 51401
Phone: 540-4099
hello@mrsglynnandco.com

Jered Kruse
Core-Mark Midcontinent, Inc.
DBA Farner-Bocken Company
1751 Hwy 30 E
Carroll, IA 51401
Phone: 792-3503
Fax: 792-3513
jered.kruse@core-mrk.com

Nathan Lueth, DC
Next Generation Chiropractic
213 W 4th St
Carroll, IA 51401
Phone: 775-2295
Fax: 775-2295
nluethdc@gmail.com

Pat Macke
Verizon Wireless/Select Communications
1004 Hwy 30 W, PO Box 721
Carroll, IA 51401
Phone: 775-2500
Fax: 775-2436
pmacke@penn-comm.net

Kevin Reincke
Culvers
405 W Hwy 30
Carroll, IA 51401
Phone: 775-2600
reincke_3@msn.com

Denae Rosdail
I Saw The Sign
840 W 6th St
Carroll, IA 51401
Phone: 792-3701
isawthesignllc@gmail.com

Kevin Skinner
Western Iowa Networks
112 East Main St
Breda, IA 51436
Phone: 673-2311
Fax: 792-2800
kskinner@westianet.com

Kathy Steffes
Dupaco Community Credit Union
503 W Hwy 30
Carroll, IA 51401
Phone: 792-1735
Fax: 792-1874
ksteffes@dupaco.com

Staff:
Shannon Landauer, Executive Director, s.landauer@carrolliowa.com
Rosanne Nees, Business Development Director, r.nees@carrolliowa.com
Ashley Schable, Program Director, a.schable@carrolliowa.com
Mallory Bremer, Admin. Assistant chamber@carrolliowa.com

Carroll Chamber of Commerce
Accomplish More Together

WHY JOIN THE CHAMBER?

With over 350 members, you're in good company with the Carroll Chamber of Commerce. When you combine the positive public perception of Chamber affiliation with the various other benefits offered, you'll quickly realize the return on your Chamber investment.

Carroll Chamber of Commerce

#ChooseCarroll

JOIN TODAY

Contact:
Shannon Landauer
s.landauer@carrolliowa.com
(712) 792-4383

Community Of Concern
322 West 3rd Street
Carroll, Iowa 51401
712-792-5150

Roxanne Reinart, Direct

November 27 , 2019

To: City of Carroll
From: Carroll County Community Of ConcernInc.
Subject: Carroll County Community Of Concern Food Pantry

Dear Members:

We appreciate the many years of support the city of Carroll has given to our agency to help us serve Carroll citizens. While we do receive generous food supplies to provide help to our clients, we also need funding for our rent and our administration expenses. The money we receive from the city would go to help cover our rent cost.

We are requesting funding consideration for our agency for the coming fiscal year. This year the Carroll County Community Of Concern would like to request $10,000. This request is to help cover the rent in our location. This expense has a big impact on our non profit agency.

The Community Of Concern Food Pantry provides food for any house hold regardless of income in Carroll County in an emergency situation. We also serve the homeless.

We have attached the information requested about our services. We will be happy to meet in person with the City Council to discus our budget needs. We thank you for your consideration of our request and for your support in the past years.

Sincerely, Roxie Reinart Director

Roxie Reinart

Summer Parrott Board President

Summer Parrott

The purpose and objectives of the Carroll County Community Of Concern, Inc. shall be to provide, promote, and coordinate services to the poor, needy, elderly, and disabled of Carroll County, Iowa. This includes but is not limited to 1) food and assistance to qualifying individuals; 2) Disseminate information; 3) educate the public about the needs of the poor, elderly, and disabled; 4) to secure or aid in securing funding to establish or support community services; and 5) to originate programs and activity ideas to better these populations.

P. O. Box 1123 - Central Station
St. Louis, MO 63188

Area XII Developmental
Disabilities Council
322 East 6th Street
Carroll, IA 51401

F. Bolden

(314) 425-5651

EP/EO:7206
AUG 1 1981

Accounting Period Ending: September 30
Form 990 Required: /X / Yes / / No
Advance Ruling Period Ends: September 30, 1986

Gentlemen:

Based on the information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under Section 501(c)(3) of the Internal Revenue Code.

Because you are effectively a newly created organization, we are not making a final determination of your foundation status under Section 509(a) of the Code. However, we have determined that you can reasonably be expected to be a publicly supported organization of the type described in Sections 509(a)(1) and 170(b)(1)(A)(vi).

Accordingly, you will be treated as a publicly supported organization, and not as a private foundation, during an advance ruling period. This advance ruling period begins February 18, 1981, the date your application was received, and ends on the date shown above.

Within 90 days after the end of your advance ruling period, you must submit to us information needed to determine whether you have met the requirements of the applicable support test during the advance ruling period. If you establish that you have been a publicly supported organization, you will be classified as a Section 509(a)(1) or 509(a)(2) organization so long as you continue to meet the requirements of the applicable support test. If, however, you do not meet the public support requirements during the advance ruling period, you will be classified as a private foundation for future periods. Also, in the event you are classified as a private foundation, you will be treated as a private foundation from the date of your inception for purposes of Sections 507(d) and 4940.

Grantors and donors may rely on the determination that you are not a private foundation until 90 days after the end of your advance ruling period. In addition, if you submit the required information within the 90 days, grantors and donors may continue to rely on the advance determination until the Service makes a final determination of your foundation status. However,

Area XII Developmental
Disabilities Council

if notice that you will no longer be treated as a Section 509(a)(1) organization is published in the Internal Revenue Bulletin, grantors and donors may not rely on this determination after the date of such publication. Also, a grantor or donor may not rely on this determination if he was in part responsible for, or was aware of, the act or failure to act that resulted in your loss of Section 509(a)(1) status, or acquired knowledge that the Internal Revenue Service had given notice that you would be removed from classification as a Section 509(a)(1) organization.

Donors may deduct contributions to you as provided in Section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of Sections 2055, 2106, and 2522 of the Code.

You are not liable for social security (FICA) taxes unless you file a waiver of exemption certificate as provided in the Federal Insurance Contributions Act. You are not liable for the taxes imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, you are not automatically exempt from other Federal excise taxes. If you have any questions concerning these taxes, please let us know.

If your sources of support, or your purposes, character, or method of operation is changed, you should let us know so we can consider the effect of the change on your status. Also, you should inform us of all changes in your name or address.

If the yes box at the top of this letter is checked, you are required to file Form 990, Return of Organization Exempt from Income Tax, only if your gross receipts each year are normally more than $10,000. The return is due by the 15th day of the fifth month after the end of your annual accounting period. The law imposes a penalty of $10 a day, up to a maximum of $5,000, for failure to file the return on time.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under Section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T. In this letter we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in Section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application,

Area XII Developmental
Disabilities Council

a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

Pursuant to Regulations Section 1.508-1(a), the provisions of this letter are effective February 18, 1981, the date your application was received.

Contributions to you prior to that date are not deductible by the donor unless it can be shown that contributions were used or earmarked for purposes specified in Section 170(c) of the Code. You are required to file income tax returns on Form 1120 for all tax periods prior to that date unless you apply for exemption under Section 501(c)(4) for those periods. Form 1024, Application for Recognition of Exemption, is enclosed for your convenience.

Sincerely yours,

Robert A. L. Bowie

District Director

Enclosure:
Form 1024

AMENDMENT TO ARTICLES OF INCORPORATION OF AREA XII DEVELOPMENTAL DISABILITIES COUNCIL

The Articles of Incorporation of the Area XII Developmental Disabilities Council are hereby amended in the following particulars, to-wit:

1. The name of the corporation shall be The Community of Concern, Inc.

2. There are no members to the corporation.

3. The Amendment to the Articles was adopted by the unanimous vote of its Board of Directors on January 9, 2008.

IN WITNESS WHEREOF, the undersigned corporation has hereby executed the foregoing Amendment to the Articles this 17th day of December, 2007.

COMMUNITY OF CONCERN

By Mary N. Baumhover
Mary N. Baumhover, President

By Sharon K. Murray
Sharon K. Murray, Secretary

STATE OF IOWA, COUNTY OF CARROLL, ss.

On this 17 day of December, 2007, before me, the undersigned, a Notary Public in and for the State of Iowa, personally appeared Mary N. Baumhover, the President of said corporation and Sharon K. Murray, the Secretary of said corporation, to me personally known, who being by me duly sworn did state that they are the President and Secretary respectively of said Community of Concern, and that said corporation has no seal, and that said instrument was signed on behalf of the corporation by authority and it's Board of Directors, and acknowledged that they executed the same as their voluntary act and deed of said corporation, by it voluntarily executed.

Arthur A. Neu,
Notary Public, State of Iowa

NOTARIAL SEAL IOWA
ARTHUR A. NEU
Commission No: 202914
My Commission Expires:
4-1-2010

FILED
IOWA
SECRETARY OF STATE
12-21-2007
10:55 am
W552194

IOWA

Date: [illegible]

SECRETARY OF STATE

[illegible]-000054602
THE COMMUNITY OF CONCERN, INC.

ACKNOWLEDGEMENT OF DOCUMENT FILED

[illegible] acknowledges receipt of the following [illegible]

[illegible] Amendment

[illegible] was filed on December 21, 2007, at 10:55 AM, to be effective as of December 21, 2007, at 10:55 AM.

The amount of $10.00 was received in full payment of the filing fee.

STATE OF IOWA
SEAL
SECRETARY OF STATE

Michael A. Mauro

MICHAEL A. MAURO SECRETARY OF STATE

Carroll

Community of Concern

322 West 3rd Street Carroll, Iowa 51401

2018 Community of Concern Board of Directors

Executive Board Officers

Summer Parrott, President (2018-20 T1)

Sharon Murray, Vice-President (2018-20 T1)

Judy Beyer, Secretary (2019-21 T1)

Nicole McCarville, Treasurer (2018-20 T2)

Jonathon Pogge-Weaver, Member At Large

Director

Roxanne Reinart

503 E. 2nd Street

Carroll, Iowa 51401

712-292-8383

CommofConcern@Hotmail.com

Hired June 2008

Sharon Murray (2008)

1713 Marcella Heights

Carroll, Iowa 51401

712-792-5035

Smurray1713@q.com

Term expires 2020

Glenn Sturm (2018)

3936 Rolland Ave

Breda, Iowa 51436

712-830-6919

No email

Term expires 2020

Nicolle McCarville (2016)

716 San Salvador

Carroll, Iowa 51401

712-790-4857

Nicole_McCarville@newhopevillage.org

Term expires 2020

Jonathon Pogge-Weaver (2018)

607 Troy Drive

Carroll, Iowa 51401

712-790-3025

JonathonPW@BOTW.com

Term expires 2020

Summer Parrott (2017)
1719 N. Adams St
Carroll, Iowa 51401
712-790-2700
Benandsummer@msn.com
Term expires 2022

Jill Woodward (2009)
209 N. Maple Street
Carroll, Iowa 51401
712-830-6891
Jill_Marie2007@hotmail.com
Term expires 2022

Luanne Kustra (2011)
1819 Highland Drive
Carroll, Iowa 51401
712-790-5244
LKK@stanthonyhospital.org
Term expires 2022

Barbara Janssen (2014)
26035 290th Street
Dedham, Iowa 51440
No email
712-830-2557
Term expires 2020

Judy Beyer (2018)
203 N. Walnut Street
Carroll, Iowa 51401
712-790-4475
Djbeyer53@hotmail.com
Term expires 2020

Susan Uhl (2018)
112 Kevin Avenue
Carroll, Iowa 51401
641-629-0451
SAUhl@Pella.com
Term expires 2020

Form **990-EZ**

Department of the Treasury
Internal Revenue Service

Short Form
Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to *www.irs.gov/Form990EZ* for instructions and the latest information.

OMB No. 1545-1150

2018

Open to Public Inspection

A For the 2018 calendar year, or tax year beginning January 1, 2018, and ending December 31, 20 18

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Community of Concern

Number and street (or P.O. box, if mail is not delivered to street address): 322 West 3rd Street | Room/suite

City or town, state or province, country, and ZIP or foreign postal code: Carroll, IA 51401

D Employer identification number: 421031604

E Telephone number: 7127925150

F Group Exemption Number ▶

G Accounting Method: ☑ Cash ☐ Accrual Other (specify) ▶

H Check ▶ ☐ if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF).

I Website: ▶

J Tax-exempt status (check only one) – ☐ 501(c)(3) ☐ 501(c) ( ) ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

K Form of organization: ☑ Corporation ☐ Trust ☐ Association ☐ Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B)) are $500,000 or more, file Form 990 instead of Form 990-EZ ▶ $

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I ☑

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	64856
	2	Program service revenue including government fees and contracts		2	4554
	3	Membership dues and assessments		3	
	4	Investment income		4	1888
	5a	Gross amount from sale of assets other than inventory	5a		
	b	Less: cost or other basis and sales expenses	5b		
	c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)		5c	
	6	Gaming and fundraising events:			
	a	Gross income from gaming (attach Schedule G if greater than $15,000)	6a		
	b	Gross income from fundraising events (not including $ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000)	6b		
	c	Less: direct expenses from gaming and fundraising events	6c		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)		6d	
	7a	Gross sales of inventory, less returns and allowances	7a		
	b	Less: cost of goods sold	7b		
	c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)		7c	
	8	Other revenue (describe in Schedule O)		8	
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ▶		9	71299
Expenses	10	Grants and similar amounts paid (list in Schedule O)		10	
	11	Benefits paid to or for members		11	
	12	Salaries, other compensation, and employee benefits		12	26926
	13	Professional fees and other payments to independent contractors		13	
	14	Occupancy, rent, utilities, and maintenance		14	17127
	15	Printing, publications, postage, and shipping		15	450
	16	Other expenses (describe in Schedule O)		16	9113
	17	**Total expenses.** Add lines 10 through 16 ▶		17	53616
Net Assets	18	Excess or (deficit) for the year (Subtract line 17 from line 9)		18	17683
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	159802
	20	Other changes in net assets or fund balances (explain in Schedule O)		20	17683
	21	Net assets or fund balances at end of year. Combine lines 18 through 20 ▶		21	177845

Part II **Balance Sheets** (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II . . . . . ☐

		(A) Beginning of year		(B) End of year
22	Cash, savings, and investments	160791	22	177485
23	Land and buildings		23	
24	Other assets (describe in Schedule O)		24	
25	**Total assets**	160791	25	177485
26	**Total liabilities** (describe in Schedule O)	989	26	0
27	**Net assets or fund balances** (line 27 of column (B) **must** agree with line 21)	159802	27	177485

Part III **Statement of Program Service Accomplishments** (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III . . ☐

What is the organization's primary exempt purpose?

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

28	food pantry with food and non-food items. Assist with utilities, rent, medical, and othe emergency expenses (Grants $) If this amount includes foreign grants, check here ▶ ☐	28a	48254
29	advocacy information, refer peopal to other services, available agencies to contact and follow-up (Grants $) If this amount includes foreign grants, check here ▶ ☐	29a	5362
30	(Grants $) If this amount includes foreign grants, check here ▶ ☐	30a	
31	Other program services (describe in Schedule O) (Grants $) If this amount includes foreign grants, check here ▶ ☐	31a	
32	**Total program service expenses** (add lines 28a through 31a) ▶	32	

Part IV **List of Officers, Directors, Trustees, and Key Employees** (list each one even if not compensated—see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV . . . . . ☐

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC) (If not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
Roxanne Reinart, Executive Director	25	21166	4142	
Summer Parrott, President	3			
Sharon Murray, Vice President	2			
Jill Woodward, Secretary	1			
Nicole McCarville, Treasurer	1			
Luanne Kustra, board member	1			
Barb Janssen, board member	1			
Jonathan Pogge-Weaver, board member	1			
Glen Sturm, board member	1			
Susan Uhl, board member	1			
Judy Beyer, board member	1			

Part V **Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V . ☐

			Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O	33		✓
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions	34		✓
35a	Did the organization have unrelated business gross income of $1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a		✓
b	If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b		✓
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c		✓
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36		✓
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions ▶ 37a			
b	Did the organization file **Form 1120-POL** for this year?	37b		✓
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a		✓
b	If "Yes," complete Schedule L, Part II and enter the total amount involved 38b			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a			
b	Gross receipts, included on line 9, for public use of club facilities 39b			
40a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ▶ ; section 4912 ▶ ; section 4955 ▶			
b	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b		✓
c	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ▶			
d	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization ▶			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e		✓

41 List the states with which a copy of this return is filed ▶

42a The organization's books are in care of ▶ Telephone no. ▶

Located at ▶ ZIP + 4 ▶

			Yes	No
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country ▶ See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	42b		✓
c	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country ▶	42c		✓

43 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041**—Check here ▶ ☐ and enter the amount of tax-exempt interest received or accrued during the tax year ▶ 43

			Yes	No
44a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a		✓
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b		✓
c	Did the organization receive any payments for indoor tanning services during the year?	44c		✓
d	If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d		✓
45a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a		✓
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions	45b		✓

			Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	46		

Part VI **Section 501(c)(3) Organizations Only**

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI ☐

			Yes	No
47	Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	47		✓
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	48		✓
49a	Did the organization make any transfers to an exempt non-charitable related organization?	49a		✓
b	If "Yes," was the related organization a section 527 organization?	49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation

f Total number of other employees paid over $100,000 ▶

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation

d Total number of other independent contractors each receiving over $100,000 ▶

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A ▶ ☐ Yes ☐ No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

▶ Nicole L McCarville
Signature of officer — Date 4/25/19

▶ Nicole McCarville, Board Treasurer
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN

Firm's name ▶ — Firm's EIN ▶

Firm's address ▶ — Phone no.

May the IRS discuss this return with the preparer shown above? See instructions ▶ ☐ Yes ☐ No

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2018

Open to Public Inspection

Name of the organization	Employer identification number
Community of Concern	421031604

Part I **Reason for Public Charity Status** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☑ An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations . . . . . .

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions) . . . 12

13 **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2018 (line 6, column (f) divided by line 11, column (f)) . . . 14 %

15 Public support percentage from 2017 Schedule A, Part II, line 14 . . . 15 %

16a **33 1/3% support test—2018.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

b **33 1/3% support test—2017.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

17a **10%-facts-and-circumstances test—2018.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ ☐

b **10%-facts-and-circumstances test—2017.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ▶ ☐

Part III **Support Schedule for Organizations Described in Section 509(a)(2)**
(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	40025	46367	57047	57017	64856	265312
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	4118	4204	3854	4204	4554	20934
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5	44143	50571	60901	61221	69410	286246
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
9 Amounts from line 6	44143	50571	60901	61221	69410	286246
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	0	1588	609	0	1888	4085
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	0	1588	609	0	1888	4085
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	44143	52159	61510	61221	71299	290331

14 **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2018 (line 8, column (f), divided by line 13, column (f))	15	99 %
16	Public support percentage from 2017 Schedule A, Part III, line 15	16	99 %

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2018** (line 10c, column (f), divided by line 13, column (f))	17	1 %
18	Investment income percentage from **2017** Schedule A, Part III, line 17	18	1 %

19a **33⅓% support tests—2018.** If the organization did not check the box on line 14, and line 15 is more than 33⅓%, and line 17 is not more than 33⅓%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

b **33⅓% support tests—2017.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33⅓%, and line 18 is not more than 33⅓%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ▶ ☐

Part IV **Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in **Part VI** how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in **Part VI** how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer (b) and (c) below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in **Part VI** when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in **Part VI** what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in **Part VI** how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in **Part VI** what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in **Part VI**, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in **Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? *If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in **Part VI.***	9a		
b	Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in **Part VI.***	9b		
c	Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in **Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?	11a		
b	A family member of a person described in (a) above?	11b		
c	A 35% controlled entity of a person described in (a) or (b) above? *If "Yes" to a, b, or c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* ***(see instructions).***

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a government entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer (a) and (b) below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer (a) and (b) below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *Provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A—Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B—Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors (explain in detail in **Part VI**):			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by .035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C—Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, Column A)	1		
2 Enter 85% of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, Column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D—Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in **Part VI**). See instructions.	
7 **Total annual distributions.** Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in **Part VI**). See instructions.	
9 Distributable amount for 2018 from Section C, line 6	
10 Line 8 amount divided by line 9 amount	

Section E—Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2018	(iii) Distributable Amount for 2018
1 Distributable amount for 2018 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2018 (reasonable cause required—explain in **Part VI**). See instructions.			
3 Excess distributions carryover, if any, to 2018			
a From 2013			
b From 2014			
c From 2015			
d From 2016			
e From 2017			
f **Total** of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2018 distributable amount			
i Carryover from 2013 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2018 from Section D, line 7: $			
a Applied to underdistributions of prior years			
b Applied to 2018 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2018, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in **Part VI**. See instructions.			
6 Remaining underdistributions for 2018. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in **Part VI**. See instructions.			
7 **Excess distributions carryover to 2019.** Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2014 . . .			
b Excess from 2015 . . .			
c Excess from 2016 . . .			
d Excess from 2017 . . .			
e Excess from 2018 . . .			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B
(Form 990, 990-EZ, or 990-PF)
Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.
▶ Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2018

Name of the organization	Employer identification number
Community of Concern	421031604

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☑ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☑ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33⅓% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . ▶ $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization | Employer identification number

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization | Employer identification number

Part III *Exclusively* religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of $1,000 or less for the year. (Enter this information once. See instructions.) ▶ $

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.
▶ Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2018

Open to Public Inspection

Name of the organization: Community of Concern

Employer identification number: 421031604

Part I, Line 16

PUrchased Foods - 2080

Contract Labor - 189

Equipment and Special purchases - 1182

Insurance - 1455

Office Supplies - 3699

Grant Expenditures - 478

memberships - 30

Community of Concern
2019 Budget

		Budget 12/31/2019
301	Individual Contributions	$ 16,000.00
302	Organization Contributions	$ 16,000.00
308	United Way	$ 3,750.00
309	County	$ 3,000.00
310	State Contract	$ 4,203.00
311	City Support	$ 5,000.00
312	Grants-Private	$ 2,500.00
331	Investment Income	$ 1,000.00
	Total Income	$ 51,453.00
401	Purchased Foods	$ 2,500.00
411	Salaries	$ 22,680.00
412	Payroll Taxes	$ 1,735.55
	Health Insurance	$ 2,793.00
414	Contract Labor	$ 1,000.00
421	Equipment	$ 1,000.00
422	Special Projects	$ 2,500.00
435	Insurance	$ 1,600.00
441	maintenance & repairs	$ 1,000.00
444	Miscellaneous	$ 500.00
451	Office Supplies	$ 500.00
453	Postage	$ 500.00
	Printing & Publications	$ 350.00
465	Rent	$ 12,000.00
471	Travel	$ 200.00
475	Utilities	$ 6,000.00
	Total Expenses	$ 56,858.55
	Net Income (Loss)	$ (5,405.55)
		-10.51%

Community of Concern

	2020 Prelim Budget
301 Individual Contributions	$15,000.00
302 Organization Contributions	$25,000.00
308 United Way	$4,000.00
309 County	$3,000.00
310 State Contract	$4,000.00
311 City Support	$5,000.00
312 Grants-Private	$1,000.00
331 Investment Income	$750.00
Total Income	$57,750.00
401 Purchased Foods	$3,000.00
411 Salaries	$22,020.73
412 Payroll Taxes	$1,684.56
413 Health Insurance	$4,224.60
414 Contract Labor	$1,000.00
421 Equipment	$1,000.00
422 Special Projects	$3,000.00
435 Insurance	$3,000.00
441 maintenance & repairs	$500.00
444 Miscellaneous	$250.00
451 Office Supplies	$1,200.00
453 Postage	$500.00
Printing & Publications	$-
459 Prof Memberships & Dues	$500.00
465 Rent	$11,400.00
471 Travel	$-
475 Utilities	$6,300.00
476 Grant Expenses	$400.00
Total Expenses	$59,979.88
Net Income (Loss)	$(2,229.88)
	-3.86%

Community Of Concern
322 West 3rd Street
Carroll, Iowa 51401
712-792-5150

Roxanne Reinart, Direct

Description of Services:
The Carroll Community Of Concern Food Pantry was established in Aug. of 1981. With the generous help of local churches, schools, groups,businesses and individuals, city and county funding sources over the last 38 years we have been able to provide assistance to thousands of Carroll county residents in need.

We serve Carroll County residents and the homeless. Since we are a private non profit agency, we do not need to follow income guidelines to provide help to persons in emergency or critical need. Our services are meant to help people whom other agencies may not be able to help. We do not let any one truly in need go hungry. We provide a balanced meal when we provide food for families. We are able to provide meat, bread, produce, fruit, canned and packaged foods.

More than half of our budget is provided by local community support and the rest with the help from the City, Carroll County Board of Supervisors, Carroll United Way, and a small state volunteer contract. We also apply for any grants available to us to purchase any necessary items needed at the food pantry.

Referrals are received by others. We are seeing more working families. Our office hours are Mon. through Fri. 8 am to 11:30 am. And by aapt.

In 2018 we served 921 families with 2923 people. As of the end of Oct we served 841 households. Some of the families we see fall between the cracks as they would not qualify for any other government program. The average food call is values around 300.00 and is meant to get people over the emergency they are in when they seek our assistance.

There is a true need to help the working poor in Carroll County for those that would otherwise have no other place to go in time of need. We appreciate your consideration for funding so we may continue to help those in need.

Thank you.
Roxie Reinart