



**IOWA
ASSOCIATION
OF BUSINESS
AND INDUSTRY**

BUSINESS

MARCH 2023

MONTHLY

TAKING CARE OF BUSINESS CONFERENCE Showcases Top Speakers, Workshops, Cedar Rapids' Resilience

STORY ON PAGE 4



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CALENDAR OF EVENTS - 2023

MARCH 10

Legislative Update (Members Only)
VIRTUAL
Continues every other Friday during session

MARCH 28

Workers' Compensation Seminar
ABI OFFICE | DES MOINES

APRIL 5

ABI Environment Committee (Members Only)
DES MOINES

APRIL 13

Connecting Statewide Leaders
SIOUX CITY

APRIL 13-14

Leadership Iowa: Economic Development & Workforce
SIOUX CITY

MAY 11-12

Leadership Iowa: Manufacturing & Transportation
BURLINGTON

JUNE 13-15

Taking Care of Business Conference
CEDAR RAPIDS

JUNE 13-15

Leadership Iowa: ABI Conference & Graduation
CEDAR RAPIDS

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VISIT WWW.IOWAABI.ORG AND CLICK THE "EVENTS" TAB FOR DETAILS ON ALL UPCOMING EVENTS.

FROM THE CHAIR:

View From The Top

As has been noted by others over the past several years, ABI's annual convention has grown and taken on more importance. Now known as Iowa's Taking Care of Business Conference, the annual convention is Iowa's premier general business conference. Attendees experience nationally known speakers, see terrific Iowa venues, and receive information to address current issues and help them lead their companies to greater growth and prosperity.

Time and again, ABI members tell us what they value most about the conference is the opportunity to connect with fellow Iowa business leaders and to do business with each other.

Talk of the conference is timely, because this edition of the Business Monthly carries a great cover story about Cedar Rapids. And that city, of course, is the host city for ABI's 2023 Taking Care of Business Conference. Cedar Rapids is also an important Iowa economic center.

There is great excitement in Cedar Rapids about ABI coming to town in

June. Count on the folks there to roll out the red carpet to help make



Kim Augspurger

ABI Chair
Pigott, Des Moines

your conference experience the best ever. You will be excited about the hospitality, speakers, venues, and networking that you will see at ABI's 120th annual meeting. If you have not already done so, finalize your plans now to join your ABI colleagues in Cedar Rapids June 13-15. You do not want to miss it! Registration is open at www.iowaabi.org. Thank you in advance for joining us for ABI's premier annual event and I look forward to seeing you there. **ABI**



THE COURSE FOR OUR STATE

Leadership Iowa 2023-24 Nominations Due April 1

The deadline to nominate Iowans in your community for Leadership Iowa's 2023-24 class is fast approaching. Leadership Iowa is our state's premier issues-awareness program developed by the Iowa Association of Business and Industry (ABI) Foundation.

Each year, forty Iowa leaders are selected to participate in the program and gain first-hand insight into the opportunities and challenges facing our state. Through an integrated series of eight, two-day monthly sessions, October through June, the cohort convenes throughout Iowa gaining knowledge and resources to effect change both personally and within their organizations and communities.

"Leadership Iowa has been one of the greatest personal growth experiences of my life," said Matt Doty, chief operating officer at Weaton Companies in Fairfield, Iowa, 2021-22 program participant and 2022-23 program co-chair. "This program allowed me the opportunity to really get to know people with vastly different life experiences than my own, and in the process, learn about important issues facing our great state."

More than 1,300 Iowans have taken part in the program since it began in 1982. Each Leadership Iowa class is meticulously selected to represent a wide array of industries, professions, backgrounds, civic engagement, geographic locations, and more within our state. The common thread among participants is their desire to learn, connect, and use their leadership skills to effect positive change throughout Iowa.

"Leadership Iowa's strength lies within the diversity and engagement of our participants," notes Jessi McQuerrey, director of programs at the ABI Foundation. "These invaluable connections forged through the program stretch well beyond industry and county lines, often leading to future collaboration and lifelong friendships," says McQuerrey. "It's then what they choose to do with what they gain from this experience that makes all the difference for Iowa."

Workplaces and communities across the state benefit from representation in the program, as the ideas and inspiration gained through their participants can often be applied locally in a num-



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"Leadership Iowa has been one of the greatest personal growth experiences of my life."

MATT DOTY, CHIEF OPERATING OFFICER AT WEATON COMPANIES

ber of ways. Leadership Iowa is one way that companies can retain talent and invest in the personal and professional development of their employees.

Nominations for the 2023-24 program will be accepted through April 1. Individuals must first be nominated in order to apply. Self-nominations are permitted and encouraged. After April 1, nominees will receive details regarding the application process. **ABI**

LEADERSHIP IOWA

To nominate individuals and learn more about the program, visit www.LeadershipIowa.com

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Changing Insurance Market Continues to Impact Business

Hurricane Ian hit Florida on September 28, 2022. It was one of the costliest weather events in the world.

Severe weather events like Ian, along with ongoing supply chain challenges and inflationary pressures, are impacting coverage, premium, deductibles, and many other factors. After three years of a firming market, optimism for a more stable insurance market was shattered by Hurricane Ian. As market challenges continue, businesses are being impacted by new trends. Here's a look at some of what is expected in 2023:



Jack Carra
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PROPERTY

- Due to catastrophic losses, reinsurance costs are going up considerably. Additionally, if insurance carriers are getting re-insurance due to a property's location, protection, and/or value, it will cost insureds more.
- Insurance claims from water damage have risen significantly. Frozen pipes, failed plumbing, sprinkler damage, and accidental impact are behind the losses.
- An increase in violent events, such as war, riots, and mass shootings has created a demand for insurance protection that is beyond the scope of traditional property insurance. Claims paid by the expanded coverage these programs cover are beginning to affect pricing and capacity.
- Increased material costs, supply chain disruptions, and labor shortages have led insurers to scrutinize property, machinery and equipment, and business income valuations. Insurers are requesting Business Income Worksheets to substantiate the values reported.
- Loss control measures are increasingly important. Businesses with poor risk quality are experiencing capacity reductions and higher premium increases.

nuclear settlements.

- As businesses assume more risk through higher deductibles and self-insured retentions, general and product liability rates are expected to become more competitive.
- Rising medical costs, wage growth, an aging workforce, and the return to an in-person work environment are expected to put pressure on workers' compensation. In addition, many insurance carriers are writing workers' compensation and liability coverage as a package only.
- Due to increases in auto claims, businesses that deploy technology and are focused on safety experience more favorable terms and pricing.

CYBER

All organizations, regardless of industry or size, must take a holistic view of cyber risk management. Employee training, multifactor authentication, endpoint detection, 24/7 monitoring, network segmentation, incident response plans, and third-party risk management controls are among the control areas underwriters are focused on.

Despite the hard insurance market, there are ways to mitigate the challenges and optimize your insurance program. For starters, begin working with your insurance advisor well in advance of your insurance renewal. Preparing early allows you to identify markets and solutions, develop a quality underwriting submission using quality data, analyze the cost-benefit of program structural changes, and employ risk control to improve risk quality. **ABI**

EXCESS/CASUALTY

- Increases in crime, social inflation, nuclear settlements, and inflationary factors have insurers remaining conservative with pricing, prolonging an environment of rate increases. Legislators are beginning to consider changes to state statutes or regulations to assist or curtail

Despite the hard insurance market, there are ways to mitigate the challenges and optimize your insurance program.

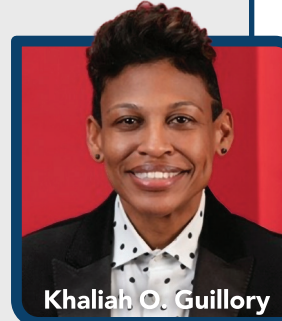
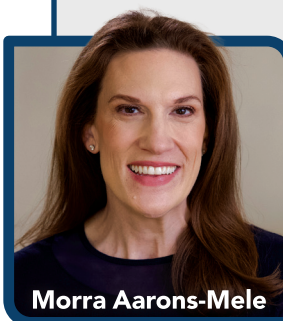
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COVER STORY FROM PAGE 1

Taking Care of Business Conference Showcases Top Speakers, Workshops, Cedar Rapids' Resilience

By Emery Styron

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If you're looking for guidance on steering your enterprise through challenging seas, don't miss the Iowa Association of Business and Industry's information-packed "Taking Care of Business Conference," slated June 13-15 in the extraordinarily resilient community of Cedar Rapids.

"We are excited to get it back there. It's a few years late, but we're coming," said ABI Chair Kim Augspurger, explaining that Cedar Rapids was scheduled to host the annual meeting when COVID hit in March 2020, just months before a historic derecho's 140 mph winds wreaked upwards of \$133 million in damage to the community's homes and businesses, destroying 75% of the tree canopy.

Lessons In Recovery, Red Carpet Rollout

Community leaders will share lessons learned during a panel discussion, "Derecho Rebuilding — Cedar Rapids Story," on the first day of the conference. Winery and brewery tours, a fun run/walk and after-hours exploration times will give attendees other opportunities to see how the community has rebounded from both the devastating 2008 flood and the derecho.

"I am excited to welcome the 2023 Taking Care of Business Conference to Cedar Rapids," said Mayor Tiffany O'Donnell. "As a city built on innovation and entrepreneurship, we are eager to showcase our community to the attendees of this premier business conference and work together to grow and strengthen Iowa's business climate."

Ms. O'Donnell noted that the Cedar Rapids Tourism Office is working with ABI on an array of events for attendees, including tours of International Paper and Collins Aerospace and a chef demonstration at The Hotel at Kirkwood Center. At The Hotel, "participants can live out their inner food network dreams," according to Julie Stow, associate executive tourism director.

A golf outing will take place at Ellis Golf Course, one of the oldest and most challenging courses in the state, and will showcase the new,

modern Ellis Clubhouse and Event Center.

Both evening events planned for attendees will highlight historic buildings that have been repurposed into venues. One is the HarMac space in the historic Harper and McIntire building, originally a warehouse and shipping facility for industrial hardware. Features of the space include exposed brick walls, natural light and original metalwork. The other venue is EASTBANK, located in the iconic Smulekoff's building in the heart of downtown. It also highlights exposed brick walls and beams with floor to ceiling windows.

Cedar Rapids ABI Members TrueNorth, UFG Welcome Attendees

Two ABI members based in Cedar Rapids are also looking forward to bringing the conference to their hometown.

Kevin Leidwinger, who was named president and CEO of multi-billion dollar, publicly-traded insurance carrier UFG in August 2022, said "At UFG, doing business isn't our only passion — we're also passionate about our Cedar Rapids community." The company views its business "as a people business, specializing in commercial insurance, excess and surplus lines, surety bonds and assumed reinsurance," said Mr. Leidwinger, who serves as only the sixth leader in the company's history. UFG partners with approximately 1,000 independent insurance agencies across the country.

With its assumed reinsurance business, UFG's geographic presence extends coast to coast and around the globe. Nearly 1,100 employees report to UFG's Cedar Rapids headquarters and branch offices in Arizona, California, Colorado, New Jersey and Texas.

"As part of our mission, we strive to provide

funding to educational, community and human services organizations annually — carrying forward the legacy of giving that UFG was founded on more than 75 years ago," Mr. Leidwinger said. "Whether our employees are teaming up to help a local nonprofit or we're sponsoring an important event, UFG is proud to support community partners who share our passion for getting involved, going beyond and giving back."

Though a relative newcomer, Mr. Leidwinger said he's learned to enjoy the wide variety of restaurants within walking distance of UFG's corporate headquarters. "I can share that a favorite among our UFG employees is Deb's Ice Cream, which we treat our employees to on a monthly basis as a small token of our appreciation. If you happen to stop by during our monthly 'ice cream week,' you'll find Deb's full of UFG employees."

TrueNorth, one of the first downtown businesses to announce its return after the flood of 2008, has a lot of experience with resilience and recovery. The risk management and insurance brokerage firm worked with the city of Cedar Rapids to "swap" buildings with the Cedar Rapids Public Library to create opportunity for transformation and growth for both organizations and Cedar Rapids. In the wake of Iowa's Derecho in 2020, TrueNorth worked with its carrier partners and the Greater Cedar Rapids Community Foundation to donate \$150,000 toward local recovery efforts.

"With 'community' in mind, TrueNorth has a long history of engagement and commitment to being a resource," said Jason Smith, TrueNorth CEO. "Our headquarters is a symbol of that commitment to Cedar Rapids, as we continue to grow as a privately held organization and contribute to the vibrancy of our community. Our original Founders established themselves as local community stewards, and that commitment still rings true today as we aspire to positively impact millions of lives."

"Whether we're facing challenges together or supporting causes and organizations that advance positive initiatives, TrueNorth continues to deepen its commitment to Cedar Rapids by providing value to our local businesses, charities and members of our community."

Headquartered in Cedar Rapids with other Iowa offices in West Des Moines and Ames, TrueNorth also has locations in Denver, Colorado and Rosemont, Illinois, with 565 colleagues working across more than 20 states. According

to company officials, the organization is designed to maintain its closely and privately held business model supported by an organic growth and internal perpetuation strategy.

In early 2023, TrueNorth announced a series of leadership advancements and transitions with the intention of securing TrueNorth's future as a legacy company and broker of choice.

"We have taken executive-level stability to heart as we prepare TrueNorth for everything the future holds," said Mr. Smith. "It's a privilege and an honor to share significant leadership advancements that will serve to fuel and strengthen TrueNorth's planned trajectory in the years and decades to come."

In January, several officer appointments took effect to join Mr. Smith and Trent Tillman, President and Chief Revenue Officer, on the Executive Team:

- Matt Rathje, TrueNorth's Senior Vice President of Client Operations has assumed the role of Chief Operations Officer.
- Chad Thurm, Senior Vice President of Transportation was appointed TrueNorth's Chief Financial Officer.
- Bill Teubel, TrueNorth's former CFO, remains on the board as Senior Strategy Officer.
- Max Smith transitioned from Executive Vice President of Risk Management to assume the role of TrueNorth's Chief Commercial Officer.

When asked, TrueNorth's executive leadership team shared their "must-visit" favorite spots for the benefit of conference attendees:

Trent: "For an after-conference refreshment, check-out Lion Bridge Brewing Co. in Czech Village for some excellent local craft beers and tasty pub fare! Also, Need Pizza is another excellent local choice for tremendous thin crust pizza and a deep rotation of craft beers from across the state!"

Jason: "For a mid-week charge up, Brewhemia is my choice. Great coffee beverages. Great food. Great service."

Chad: "If the weather is nice and you're looking for a little exercise, a stroll along the 16th Ave bridge from Czech Village over to the NewBo City Market is sure to please with many food, drink and unique local shopping options along the way."

Matt's Choice: "Black Sheep Social Club. There's a good chance you'll bump into a few TrueNorth colleagues when enjoying a meal or cocktail! Another favorite would be Local Pour with the outdoor patio and ice cream from the Scoop Coop."

Top-Flight Keynoters, Diverse Array of Workshops

In addition to her excitement at bringing the conference to Cedar Rapids, Ms. Augspurger speaks with enthusiasm about the top-flight line-up of keynote speakers and workshops slated for the event. "We live in times of uncertainty and chaos. We wanted to bring some unique perspectives on how we best navigate that," she explains.

The top keynoter, Cy Wakeman, "is unique in herself and has a unique approach to leadership and work," Ms. Augspurger said. "We're excited to have her kick us off."

Ms. Wakeman, a drama researcher, New York Times bestselling author and global thought leader, founded Reality-Based Leadership in 2001 and has been deemed "the secret weapon to restoring sanity to the workplace." She will discuss the art of asking questions that halt venting, encourage self-reflection and cultivate accountability, while offering "actionable ways to move more skillfully through the world, ditch the drama and experience more effortless work while achieving incredible results."

Other keynoters are Ryan Anderson, vice president of global research and insights at MillerKnoll, and Brandon Williams, founder and owner of Lead Tac.

As head of commercial furniture and design manufacturing, Mr. Anderson's role is "to study the concept of work and where and how we work. His approach is the physical aspect of work, the space," Ms. Augspurger said.

Host of MillerKnoll's Looking Forward podcast on the future of work, Mr. Miller regularly speaks at public events about MillerKnoll's historical and current research and has been featured in a wide variety of publications such as The Wall Street Journal, NPR, the BBC, Fortune and Bloomberg. He will talk about how the places we inhabit can be better designed and managed to support positive, productive experiences.

Mr. Williams is a leadership business speaker, leadership coach, and technical expert with experience managing cross-functional teams and organizations, including service as a United States Air Force F-15E Fighter Pilot and officer. He will discuss his Human Factors Leadership methodology.

"I really appreciate people with military backgrounds and unique training. What Brandon Williams has to say will be incredibly relevant and meaningful," said Ms. Augspurger.

The conference features a long list of workshops for the diverse group of some 600 expected attendees to choose from, with topics ranging from intellectual property to human resources issues to sustainability and productivity. "It's a really nice compliment," said Ms. Augspurger.

Workshop topics include:

- Leadership is Personal: Creating Conditions of Trust in Today's World
- What's Your "Wow"? Hint: It's Much More Than Culture
- Data Security: How to View a Potential Vulnerability as a Valuable Asset
- A Mid-Year Review: Top 5 Human Resource Issues in 2023
- Supply Chain Strategies: Near-shoring Trends and Site Selections
- Mergers and Acquisitions: The State of the Market
- The Intersection of Occupational Health and Employee Well-being
- Technology is Calling: Preparing Your Business for Tomorrow's Opportunities
- From The Great Resignation to The Great Recession and Everything In Between

The conference also includes a tradeshow, networking opportunities with exhibitors, Leadership Iowa graduation and presentation of the Leadership for Iowa award. Registration details and a complete conference schedule is available at <https://www.iowaabi.org/events/annual-conference/> ABI

"As a city built on innovation and entrepreneurship, we are eager to showcase our community to the attendees of this premier business conference and work together to grow and strengthen Iowa's business climate."

MAYOR TIFFANY O'DONNELL



Q and A: Cybersecurity Matters Because the Stakes Are Higher Than Ever



By John Moeller

Regardless of industry, cybersecurity fundamentals apply to all businesses, organizations, and levels of government — and the stakes are higher than ever. Ransomware attacks can put a small company out of business or leave a large organization scrambling for answers and rehabbing its reputation for years to come.

Cyberattacks can impact all areas of society — including food supply, the energy sector, financial sector, education, and national security. Professional cybersecurity advisors are spending more and more time answering questions and providing guidance to business owners, other executives, and board members. The following are some of the most common questions.

As a small business owner, I am too small to matter. I do not need to worry about a cyberattack, right?

The size of your business or organization does not matter. A staff of any size can be on the receiving end of all types of social engineering. Social engineering involves the use of various forms of deception to coerce or manipulate an individual into divulging confidential information that could be used for fraud.

Popular forms of social engineering include phishing attacks (unwanted malicious email), vishing (voice phishing), smishing (text), and other forms of on-site and remote social engineering. Smishing can be particularly troublesome. Smishing involves using a text message to coerce the individual into thinking the message is from a reputable company to entice the individual into revealing passwords, credit card numbers, and more.

As a small business or organization, you may be more susceptible to social engineering for reasons including a lack of understanding of the topic, lack of employee training, or lack of direction from management. Additionally, your small business or organization may not have the financial budget to sufficiently prepare for and defend against cybersecurity threats.

All of our computers run antivirus software, so I am safe ... correct?

The short answer is no. Antivirus software helps protect against certain types of malware, but a layered approach to cybersecurity can offer better protection.

Intrusion detection and intrusion prevention systems are designed to detect or prevent malicious activity at your firewall — which protects your internal local area network from the internet. Other layers

of protection include monitoring network accounts with elevated privileges, as well as monitoring network activity.

Security information and event management (SIEM) is a useful tool. A SIEM can provide real-time analysis of security alerts and network activity — which is useful in detecting and preventing a cybersecurity event.

Ransomware attacks are frequently in the news, and this really worries me. What can my business or organization do to prepare?

Many companies offer products and services to prevent, detect, and remove ransomware. Case in point: the Ransomware Self-Assessment Tool (R-SAT). R-SAT is a free assessment tool developed in 2020 by the Bankers Electronic Crimes Task Force, state bank regulators, and the United States Secret Service to help financial institutions develop risk mitigation plans regarding ransomware.

The tool is a questionnaire that helps evaluate your cybersecurity program to identify weaknesses and gaps that can make you susceptible to ransomware or have issues recovering from a ransomware incident. The R-SAT can be easily modified to fit any business, organization, or government entity and is available at csbs.org/ransomware-self-assessment-tool.

I am a board member and not a cybersecurity expert. How can I be expected to provide oversight in an area I do not understand?

The answer can vary depending on the type of business or organization the board member is part of.

For example, did you know the Security and Exchange Commission (SEC) will soon require public companies to discuss their cybersecurity governance capabilities?

In March 2022, the SEC issued a proposed rule titled Cybersecurity Risk Management, Strategy, Governance, and Incident Disclosure. In it, the SEC describes its intention to require public companies to disclose whether their board members have cybersecurity expertise. Board members must take the position that cyberattacks are likely and exercise their oversight role to verify that executives and managers have made proper and appropriate preparations to respond and recover from an attack.

Cybersecurity threats are so significant that risk has risen to a level requiring board attention. There are some simple steps you can take to make sure your board of directors is exercising its oversight responsibility.

- Appoint at least one board member with cybersecurity proficiency.
- Provide the entire board with ongoing cybersecurity training:
 - Bring in outside professionals to provide training
 - Each quarter, review a cyber-related event that recently occurred in your industry or is deemed relevant by the board
 - Exchange board-level cybersecurity practices with other boards in your industry or geography
- Add cybersecurity as a standing agenda topic to each board meeting.
- Develop relevant cybersecurity reporting metrics for your business or organization to be reviewed monthly by the board.
- Hire a full-time information security officer (ISO) or bring in a fractional ISO from a cybersecurity consulting firm to develop a cybersecurity strategy and risk management program to be approved by the board.
- Make sure all cybersecurity-related business decisions are reviewed and approved at the board level.

Our company has a budget for IT, but we cannot afford the technology and services consultants recommend. Is there anything we can do that won't break the budget?

Improve your organization's proficiency at basic IT and cybersecurity blocking and tackling by implementing the following 10 key defensive measures:

1. Implement an information security and cybersecurity program (ISP). At a minimum, the ISP includes relevant IT policies with defined controls, an information security risk assessment, and identification of critical data in transit and at rest.
2. Define user access roles and access permissions. Users should not have system administrator rights. Implement the principal of least privilege by providing users with just enough network and application access to do their job and nothing more.
3. Harden internal systems. Turn off services that are not needed, change default passwords, and use complex passwords of at least 16 characters for user accounts and 26 characters for administrator accounts.
4. Encrypt critical data in transit and at rest.
5. Develop a vulnerability management program. This includes patch management, application whitelisting, and regular testing for effectiveness.
6. Implement network segmentation. At a minimum, place servers and workstations on separate network segments.
7. Centralize audit logging, analysis, and alerting capabilities. Do this with servers, applications, and other infrastructure.
8. Develop a defined incident response plan and procedures. Prepare for a cybersecurity incident before it happens.
9. Test, test, and test. Develop a testing approach with an experienced cybersecurity consultant.
10. Enable multi-factor authentication (MFA). MFA requires a password plus a second form of unique identification the user must enter to gain access to system resources.

I know I should be concerned about cybersecurity, but I have other pressing issues to deal with every day. To manage cybersecurity risk, I added a cybersecurity rider to our insurance policy. I am all set, correct?

Cybersecurity insurance is not a replacement for an effective cybersecurity program. Not only is cyber insurance becoming much more expensive — it does not repair the reputation of your business or organization if you have a cybersecurity incident.

Work with qualified insurance professionals to identify a policy that helps mitigate cybersecurity risk. Be sure to have the board review and approve the policy. **ABI**

For more information on developing a robust cybersecurity program, contact John Moeller at john.moeller@CLAconnect.com or 319-558-0282.

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Top Five Reasons to Attend the ABI Conference in Cedar Rapids

Registration for ABI's annual Taking Care of Business Conference opened on February 23. The Conference will take place in Cedar Rapids, June 13-15, 2023 and we hope to see you there. If you've never been to a Conference, or you've been to several, here are five reasons to join us this year:

- 1. Build Your Network:** More than 500 business leaders and professionals are expected to attend, making ABI's annual conference the best statewide networking event of the year. Meet and build relationships with business leaders from across Iowa in one spot. Simply put, business gets done at the Taking Care of Business Conference.
- 2. Hear from Renowned Mainstage Speakers:** Cy Wakeman, NY Times best-selling author and international leadership speaker, is the 2023 keynote speaker. The mainstage speakers are Brandon

Williams, Founder and Owner of Lead Tac, and Ryan Anderson, Vice President of Global Research and Insights at MillerKnoll.

- 3. Engage in Topical Workshops:** Learn from the experts about subjects that matter to you. These workshops are guaranteed to provide practical, actionable advice for you to take back to your companies and teams.
- 4. Explore Cedar Rapids:** As part of the Conference agenda, you'll experience some of the best event venues Cedar Rapids has to offer. Plus, enjoy great places for dining, shopping, and entertainment during optional community experiences and after-hours.
- 5. Celebrate Leadership Iowa Graduates:** You'll have the opportunity to celebrate and recognize the 41st class of Leadership Iowa during their graduation.



Kelsey O'Connor

Marketing and Communications
Director
ABI
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Whether you attend for the networking, the venues or the excellent speakers, take the opportunity to register today!

Register before April 21, and save \$100!

To learn more and register, go to www.ABITakingCareOfBusiness.com.
ABI

ABI Policy Team to Present at Annual Conference

The 2023 Legislative Session continues to move forward as the first legislative deadline for bills has come and gone. ABI is positioned to have another outstanding legislative session as association priorities are advancing through the legislative process.

Thanks to the many of you who attended ABI's inaugural Business Day in Des Moines event earlier this month where you heard from Governor Reynolds and leaders from both parties in both chambers. We're grateful to all who were able to join us and make this a very successful event.

We're now in the second half of session and are encouraging ABI members to remain engaged by participating in our biweekly legislative update calls and by attending our regional meetings once session is wrapped up. We will breakdown the results of sessions and take input from members on what to focus on

for the 2024 session.

We are just three months away from ABI's annual Taking Care of Business Conference, which is in Cedar Rapids. With registration now open, we wanted to make sure you were aware that the ABI public policy team will lead a workshop entitled "How State Public Policy Interacts with and Affects the Iowa Business Community".

You're going to want to register for this workshop as we take a deeper dive into the policy results of the 2023 legislative session. As always, special focus will be given to legislation that was considered and approved by the Legislature and signed by Governor Reynolds affecting the business community. We will go into greater detail on how members can become more involved in the public policy process and provide direction for JD and myself as we work to accomplish the mission members set



Brad Hartkopf

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for us.

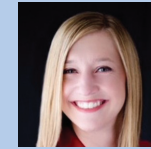
The 2023 Taking Care of Business Conference is going to be outstanding and you won't want to miss it. We can't wait to see you in Cedar Rapids! Please feel free to reach out anytime if you have questions for the public policy team. ABI



SARAH MILLER
Anthologic



JACK CARRA
AssuredPartners



JAYME FRY
Bankers Trust



JIM NALLEY
BCC Advisers



DREW LARSON
BrownWinick
Law Firm



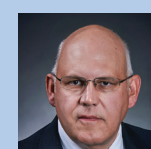
MIKE O'DONNELL
CIRAS



DAVID WEBER
CLA



AMY FERGUSON
EMC Insurance



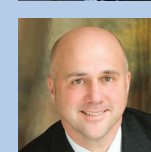
MICHAEL TEACHOUT
Focus OneSource |
G&A Partners



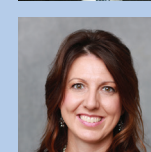
KENDRA SIMMONS
Fredrikson & Byron



BRIAN CROTTY
HDH Advisors



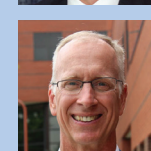
LANCE GARDNER
Principal® Financial
Network of Central
Iowa



JODI SCHWEIGER
The Iowa Clinic



DEAN GILKES
Wellmark Blue Cross
and Blue Shield



CASEY CASON
Wells Fargo



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The Iowa Association of Business and Industry (ABI) is the voice of Iowa business. It is Iowa's oldest and largest business network, representing 1,500 businesses that employ more than 333,000 Iowans. ABI benefits members by advocating on their behalf at the statehouse, connecting them with decision-makers to share ideas and services, offering solutions and best practices for issues that affect their businesses and developing our state's business and civic leaders.

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