



BUSINESS RESOURCE GUIDE

SHELBY COUNTY DEVELOPSOURCE

1901 Hawkeye Avenue, Suite 101
Harlan, Iowa 51537
712-755-3569
www.developsource.com

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Introduction

Shelby County DevelopSource is a county-wide economic development agency created to promote and develop all Shelby County capabilities for quality growth providing new quality jobs through retention and or expansion of existing business/industry, recruitment of new business/industry, promotion of value-added agricultural opportunities, and promote the new Shelby County Entrepreneurial Technology Center and assist in the expansion and promotion of Shelby County tourism.

We are here to help you and your business any way we can.

The Business Development Center/Entrepreneurial Technology Center is available to jump-start new or expanding businesses by providing build-to-suit space at below market value for up to three years.

Business Plan development is easier with guidance and assistance provided by DevelopSource staff and/or partners.

Low-interest Financing is available from several sources and we can help you determine the best source and walk you through the application process.

Mentors with experience in the areas you need assistance are available through Shelby County business leaders or SCORE volunteers

Whatever your question, whatever your need...
Stop by or call the Shelby County DevelopSource office
Located at 1901 Hawkeye Avenue, Suite 101, Harlan, Iowa 51537
712-755-3569

Business Planning

Shelby County DevelopSource
Bob & MJ Broomfield, Directors
712-755-3569
broom@harlannet.com

Small Business Development Center
Susan Pitts, Regional Director
712-325-3350 or 712-256-6552
spits@iwcc.edu

Job Training

Iowa Western Community College
1901 Hawkeye Avenue, Suite 102
Harlan, IA 51537
712-755-3568

Business Financing – Financial Institutions

Bank of the West
Harlan
712-755-2188
www.bankofthewest.com

Defiance State Bank
Defiance
712-748-3561
www.defiancestatebank.com/

Farm Credit Services
Harlan
712-755-3128
www.fcsamerica.com

Farmers Trust & Savings Bank
Earling & Harlan

712-747-2000
www.ftnsbank.net/

Midstates Bank
Harlan

712-755-2126
www.midstatesbank.com

Shelby County State Bank
Elk Horn, Harlan, Panama,
Portsmouth, Irwin, & Shelby
888-755-5112 toll free
www.scsbnet.com

Town & Country Credit Union
Harlan
712-755-3881
www.towncountrycu.com/

United Bank of Iowa
Harlan
888-252-5210 toll free
www.unitedbk.com

Business Financing – Revolving Loan Funds

Grow Iowa Foundation
Greenfield, IA
641-343-7977
info@growiowa.org

Nishnabotna Valley REC
Harlan, IA
712-755-2166
jeuchner@nvrec.com

Shelby County GAP
Harlan, IA
712-755-3569
broom@harlannet.com

SWIPCO Revolving Loan Fund
Atlantic, IA
712-243-4196
Courtney.harter@swipco.org

Business Services – CPAs/Accounting Firms

Muxfeldt Associates, CPA
Harlan, IA
712-755-3366
www.muxfeldt-cpa.com/

Business Services – Real Estate Agencies

Jan's Realty
Defiance, IA
712-748-7000

Midstates Farm Mgmt
Harlan, IA
800-850-8091
www.midstatesbank.com

Ouren Real Estate
Harlan, IA
712-755-3300
www.ouren.com

Terry Knapp Real Estate
Harlan, IA
712-755-5446
www.terryknapp.com

Business Services – Attorneys

Marcus Gross
Harlan, IA
712-733-1122

Hall & Hudson
Harlan, IA
712-755-2111
www.childsandhall.com

Kathleen Kohorst
Harlan, IA
712-755-3156

Salvo, Deren, Schenck & Lauterbach
Harlan, IA
712-755-3141
www.sdsllaw.com

Willson & Pechacek
Harlan, IA
712-755-1111
www.willsonpechacek.com

Chamber of Commerce

Shelby County Chamber of Commerce
1101 7th Street, Harlan, IA 51537
712-755-2114
www.exploreshelbycounty.com

City Governments

City of Defiance

206 Main Avenue
PO Box 297
Defiance, IA 51527-0297
712-748-3431

City of Elk Horn

PO Box 216
Elk Horn, IA 51531-0216
712-764-5514

City of Irwin

509 Ann Street
PO Box 7
Irwin, IA 51446-0007
712-782-3337

City of Panama

111 Main Street
PO Box 10
Panama, IA 51562-0010
712-489-2344

City of Shelby

PO Box 186
Shelby, IA 51570-0186
712-544-2404

City of Earling

117 Main Street
PO Box 147
Earling, IA 51530-0147
712-747-2181

City of Harlan

711 Durant Street
PO Box 650
Harlan, IA 51537
712-755-5137

City of Kirkman

204 Washington
PO Box 118
Kirkman, IA 51447-0118
712-766-3360

City of Portsmouth

PO Box 188
Portsmouth, IA 51565-0188
712-743-2000

City of Tennant

806 Main Street

Tennant, IA 51537-7018
712-744-3555

City of Westphalia

PO Box 37
Westphalia, IA 51578-0037
712-627-4245

County Government

Shelby County Assessor: Tony Buman
612 Court Street, Harlan, IA 51537
712-755-5718
tbuman@shco.org

Shelby County Auditor: Marsha Carter
612 Court Street, Harlan, IA 51537
712-755-3831
mcarter@shco.org

Shelby County Attorney: Marcus Gross
1006 – 8th Street, Harlan, IA 51537
712-733-1122
tmgross@harlannet.com

SC Environmental Health: Joe Stroeher
1411 Industrial Pkwy, Harlan, IA 51537
712-755-2609
jstroeher@shco.org

Shelby County Recorder: Linda Fahn
612 Court Street, Harlan, IA 51537
712-755-5640
lfahn@shco.org

Shelby County Sheriff: Mark Hervey
1104 – 9th Street, Harlan, IA 51537
712-755-5026
mhervey@shco.org

Shelby County Treasurer: Carolyn Blum
612 Court Street, Harlan, IA 51537
712-755-5847
cblum@shco.org

Shelby County Zoning: Charles Trailer
1411 Industrial Street, Harlan, IA 51537
712-755-5954
ctrailer@shco.org

Shelby County Supervisor: James Burmeister
612 Court Street, Harlan, IA 51537
712-755-3733
jburmeister@fmctc.com

Shelby County Supervisor: Delbert Hull
612 Court Street, Harlan, IA 51537
712-755-3733
dhull@fmctc.com

Shelby County Supervisor: Roger Schmitz
612 Court Street, Harlan, IA 51537
712-755-3733
rogs@fmctc.com

Regulatory Agencies & Assistance – State

Iowa Agricultural Development Authority
505 5th Avenue, Suite 327
Des Moines, Iowa 50309
515-281-6444
515 281-8618 fax
www.iada.state.ia.us/index.html

The IADA was established to provide financial assistance to Iowa's grain and livestock producers. The Beginning Farmer Loan Program and Loan Participation Program help Iowa

farmers purchase agricultural land, depreciable machinery or equipment, breeding livestock or buildings. The IADA loans may also be used to improve existing buildings or farmland. The Beginning Farmer Tax Credit Program encourages owners of capital agricultural assets to lease them to Iowa's qualifying beginning farmers. The program provides the agricultural asset owner a credit against Iowa income taxes owed.

Iowa Department of Economic Development (IDED)

200 East Grand Avenue
Des Moines, IA 50309
800-532-1216 (Business License Information Center)

IDED coordinates regulatory assistance with each state agency with regulatory programs affecting business to maintain a business coordinator to serve as the agency's primary contact for regulatory affairs with IDED. The **Iowa Business and Regulatory Assistance Network** seeks to ensure access and responsiveness to requests for assistance from citizens, small business, industry and local units of government. Business Assistance Coordinators in agencies across state government work as a cohesive network coordinating communication, resources and streamlining service.

Iowa Department of Revenue

13050 E. Walnut Street
Des Moines, IA 50319
Iowa Tax Law: 515-281-3114 or
800-367-3388
Order Iowa Forms: 515-281-7239 or
800-532-1531 (Iowa Only)
www.iowa.gov/tax/index.html

Information on permits, tax forms, payment deadlines, education/training opportunities, etc.

Iowa State University - Extension

906 – 6th Street
Harlan, IA 51537
712-755-3104
712-755-7112 fax
www.extension.iastate.edu/shelby

The ISU-Extension offices offer a variety of services for farm and families. The Agriculture and Natural Resources division provides assistance on crops, farm energy, farm management, horticulture, and livestock. The Center for Industrial Resources and Services assists with bio based production, business productivity, government contracting, growth strategies, and quality management.

Utility Companies

Water in the cities of Kirkman, Portsmouth, Tennant, and Westphalia as well as all unincorporated areas is provided by **Regional Water** (712-343-2413).

The cities of Defiance, Earling, Elk Horn, Harlan, Irwin, Panama, and Shelby have municipally operated water systems. See the city listings for contact information.

Farmers Mutual Telephone Company

801 – 19th Avenue, Harlan, IA 51537

712-744-3131

Telephone: Defiance, Earling, Harlan, Irwin, Kirkman, Tennant, and Westphalia

Internet: Defiance, Earling, Harlan, Irwin, Kirkman, Panama, Portsmouth, Shelby, Tennant, and Westphalia

Cable: Defiance, Earling, Harlan, Irwin, Kirkman, Panama, Tennant, and Westphalia

Harlan Municipal Utilities

405 Chatburn, Harlan, IA 51537

712-755-5182

Telephone: Harlan

Internet: Harlan

Cable: Harlan

Gas: Harlan

Electricity: Harlan

Marne Elk Horn

4242 Main Street, Elk Horn, IA 51531

712-764-6161

Telephone: Elk Horn,

Internet: Elk Horn,

Cable: Elk Horn,

MidAmerican Energy

Customer Service 888-427-5632

Gas: Defiance, Earling, Elk Horn, Irwin, Portsmouth, Shelby

Electricity: Defiance, Earling, Elk Horn, Irwin, Kirkman, Panama, Portsmouth, and Westphalia

Nishnabotna Valley REC

1317 Chatburn Avenue, Harlan, IA 51537

712-755-2166

Electricity: Tennant and all unincorporated areas of the county

Windstream

Customer Service 877-901-4692

Telephone: Harlan, Panama, Portsmouth, Shelby

Internet: Harlan

Websites of Interest

Better Business Bureau

www.bbb.org

CIRAS – Center for Industrial Research and Service

www.ciras.iastate.edu

Employers Identification Number

www.irs.gov/businesses/small/index.html

Export Advisor

www.export.gov

Franchise Registry

www.franchiseregistry.com

IWCC Customized Training

www.iwcc.edu/ewd/ct.asp

IWCC Entrepreneurial Education & Training

www.iwcccenter.com/education.asp

IWCC Industrial New Jobs Training (260E)

www.iwcc.edu/ewd/260e.asp

IWCC Iowa Jobs Training Program (260F)

www.iwcc.edu/ewd/260f.asp

IWCC Small Business Development Center

www.iwcccenter.com

Internal Revenue Service

www.irs.gov

Iowa Business License Information Center

www.iowalifechanging.com/business/blic.aspx

Iowa Entrepreneur Network

www.iowaentrepreneur.com

Iowa State Home Page

www.iowa.gov

Iowa Workforce Development

www.iowaworkforce.org

Occupation Safety & Health Administration
www.osha.gov

Small Business Administration Homepage
www.sba.gov

State Data Center
www.statelibraryofiowa.org/datacenter

U.S. Patents and Trademarks
www.uspto.gov