

DBR is a Valuable Partner to Local Business

When Embark IT was first introduced to DMACC Business Resources (DBR), they didn't know how much of an impact this relationship would have on not just their business, but their employees as well. After assessing their needs, their DBR business consultant was able to help them establish a custom training plan.

As a smaller company, HR Director Donna Dressel has been impressed by DBR's ability to accommodate Embark's needs, as well as their constraints. "DBR understands how employee training can fit in with the day-to-day operations of a smaller business while not overwhelming us with options. I love that I don't have to spend time sifting through course catalogs - our business consultant will approach us with the trainings that will help our business without being pushy. **It's like having our own personal business coach,**" says Dressel.

DBR being part of DMACC has also been a huge asset to Embark as they continue to invest in their employees. "It allows access to high-level advice and training that DMACC offers. Without DBR as a conduit, this wouldn't have happened for us. **By working with DBR we have been able to commit to employee development which has really raised our stature in the eyes of our employees and helped with retention,**" shared Dressel.

By the Numbers

214
260E Projects Managed

61
260F Projects Managed

19
WTED Projects Managed

103
Contract Training Projects Managed



Since partnering with DMACC, Goldman Sachs 10,000 Small Business has built a network of **254 alumni** that represent **92 Iowa towns** from **57 counties**. Over the **nine cohorts**, more than **50% of the participating businesses have been woman-owned**. And with a **98% graduation rate**, Iowa's 10KSB program has been recognized nationally for our success. In July, Iowa was selected to host a nation-wide training for other rural initiatives. We are proud to house this impactful program and look forward to seeing its continued success.

FY 2023 Revenue

260E

\$639,425.97

260F

\$279,571.00

WTED

\$381,043.00

Contract

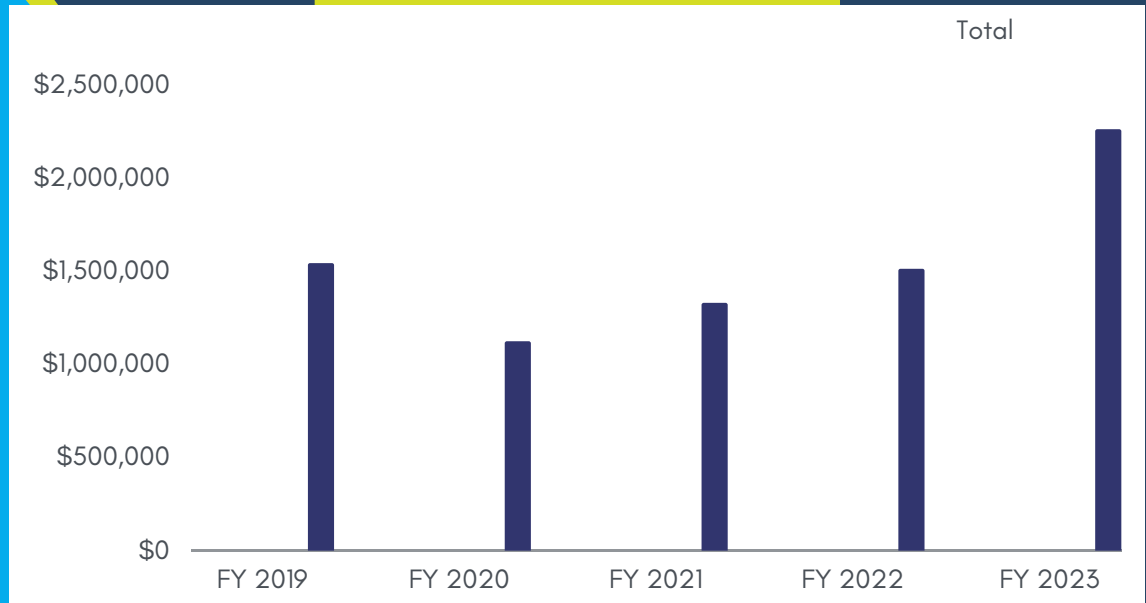
\$928,286.56

Total

\$2,258,336.36*

*includes misc revenue

Gross Training Revenue



Meeting the Needs of Iowa Businesses

Sometimes things change. Sometimes something that worked in the past to solve a problem, no longer does the job. DMACC Business Resources (DBR) has always prided itself on being able to respond to situations with flexibility and creativity. Emerging Leaders has been a pillar in the DBR and DMACC Continuing Education training options for the past six years. So far, 373 (and counting!) participants have gone through the Emerging Leaders curriculum, and it remains an incredibly popular choice for area businesses.

After awhile, we started noticing that there was a training gap for our business partners in the manufacturing sector. We started by talking to clients in the manufacturing, operations, technology, distribution, and supply chain industries to see what they would want in a leadership training for their employees. And, after dialing in on what topics would be of the most value and have the most impact for our business partners, Leadership in Manufacturing was created.

We are so excited to offer this new ten-part series to businesses in Central Iowa, and are looking forward to continuing to offer trainings that meet the needs of all the industries in Iowa.

Want to learn more about this or any of our other Leadership Series? Click [here](#), contact your Business Consultant, or email dbr@dmacc.edu



9,110

Individuals Trained*

*Number includes some duplicates



497

Individuals trained in structured on the job training



8%

Increase in total individuals trained since FY2022