

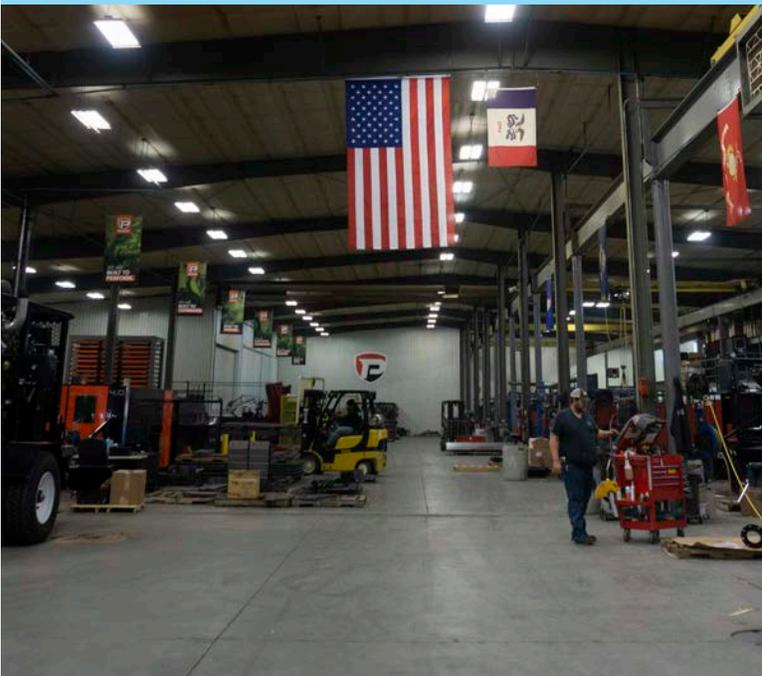
MAKE OUR ADVANTAGE YOUR ADVANTAGE

"There's no place we'd rather be than Western Iowa. This area is dedicated to incredible growth, but we'll always maintain a way of life you can't find anywhere else."

• Doug Clausen, President of VT Industries, Holstein, Iowa

Iowa's strong agricultural roots and history of manufacturing are driving opportunities for entrepreneurial and innovative companies in expected industries like manufacturing, food processing, transportation and warehousing. What may surprise you is the abundance of growing companies in high tech industries such as biotech and data centers.

There are many advantages to locating your business in Western Iowa. We provide an unmatched mix of financial opportunities, transportation infrastructure, quality of life, and a loyal, hardworking labor force. That makes locating in any one of the seven Western Iowa Advantage counties – Audubon, Calhoun, Carroll, Crawford, Greene, Ida, and Sac – an easy choice.



OUR LABOR ADVANTAGE

Area employers cite the legendary Midwest work ethic and high productivity as some of the many advantages of operating here. With a favorable business environment, it's easy to see why large employers choose to locate in this region, and why many say they would not even consider leaving.



| Employers | Industry | Employees in Western Iowa |
|---|--|---------------------------|
| Smithfield Farmland Corp. | Food Processing | 1,700+ |
| VT Industries Inc. | Manufacturing | 850-900 |
| Core-Mark Inc. dba Farner-Bocken Company | Wholesale | 600-650 |
| AMVC | Animal Livestock Production Support | 500-550 |
| Pella Corporation | Manufacturing | 450-500 |
| American Home Shield | Insurance | 400-450 |
| GOMACO | Manufacturing | 300-350 |
| The Graphic Edge Inc. | Manufacturing | 200-250 |
| Scranton Manufacturing Company Inc. | Manufacturing | 200-250 |
| Midwest Industries, Inc. | Manufacturing | 200-250 |
| Quality Food Processors | Manufacturing | 200-300 |
| Essentia, Inc. | Animal Protein Products | 100-200 |

TOP 10!

Cost of Doing Business & Quality of Life
Source: Forbes Best States for Business 2020

The Western Iowa region has dozens of sites and buildings available to meet your needs and representatives are ready help you find the perfect fit. For more information, you can find sites and buildings listings on our website.

POPULATION & LABOR FORCE

Population of Seven County Region: 77,860
Labor Force: 42,429
Labor Force within 50 miles: 999,479

(Sources: Census.gov, Emsi Q1 2020 Report)

**IOWA IS A
RIGHT-TO-WORK
STATE**

WAGE COMPARISON

| | US | IOWA | Western Iowa Region |
|-------------------------|----------|----------|---------------------|
| Mean Hourly Wage | \$25.13 | \$22.34 | \$20.13 |
| Median Household Income | \$60,300 | \$58,600 | \$49,200 |

(Source: EMSI Q1 2020)

OUR LIFESTYLE ADVANTAGE

Our communities feature affordable living, low crime, top-notch healthcare facilities, clean water and air, as well as recreational activities for all four seasons. People in Western Iowa take advantage of our picturesque rolling hills, clean lakes, and rugged river trails for outdoor activities including biking, hiking, swimming, fishing, golfing, sightseeing, kayaking, canoeing, and just relaxing.



| | Western Iowa Region | Iowa | USA |
|----------------|---------------------|------|------|
| Crime Ratings | 13.2 | 18.2 | 22.7 |
| Property Crime | 16.4 | 32.3 | 35.4 |
| Cost of Living | 76.8 | 83.7 | 100 |

1=lowest 100=highest (Source: www.bestplaces.net)

| | Western Iowa Region | Iowa | USA |
|---------------|---------------------|------|-----|
| Air Quality | 86.9 | 75 | 58 |
| Water Quality | 73.3 | 62 | 55 |

100=highest quality (Source: www.bestplaces.net)



OUR FINANCIAL ADVANTAGE

Tax Benefits

- 50% deductibility of federal taxes from Iowa corporate income
- Single-factor, non-unitary based only on the percentage of total sales income within the state
- Iowa corporate income tax may be reduced or eliminated by the Jobs Tax Credit (new)
- New Jobs Tax Credit: business entering into an agreement under the state's training program and increase their workforce by at least 10% qualify for credit toward their Iowa corporate income tax
- Research and Development Tax Credit for increasing research activities: up to 6.5% of company's allotted share of qualifying research expenditures in Iowa
- No sales and use tax on manufacturing machinery and business equipment purchases
- No property tax on new industrial machinery and business equipment
- No personal property tax, including corporate inventories of goods-in-process, raw materials and salable goods
- Opportunity Zones in three counties of the Western Iowa Region

Incentives

There are a number of highly compelling incentive programs for companies looking to relocate or expand in Western Iowa. From the Iowa New Jobs Training Program and Tax Credit to Renewable Chemicals Production Tax Credits, there's a broad portfolio of opportunities for companies in a wide variety of industries. Just check with local economic development representatives to see which are available to you.





OUR INFRASTRUCTURE ADVANTAGE

TELECOMMUNICATIONS

While offerings vary from county to county and city to city, lightning fast internet is a priority in Western Iowa. You'll find high-speed connectivity in just about every corner of the region. In addition to high-quality fiber-optic Internet with speeds up to 1Gbps, providers also offer point to point fixed high-speed wireless services. Our providers also offer a host of value-added services including Managed IT services. Area providers offer excellent bandwidth, redundancy, network monitoring, security, virtualization, disaster recovery, desktop and mobile communications, and technical support.

This allows our people here to live local and work global!

Telecom Providers:

Aureon • Corn Belt Telephone Company • Jefferson Telecommunications • Schaller Telephone Company • Templeton Telecom • Webster-Calhoun Cooperative Telephone Association • Western Iowa Networks

ELECTRIC AND GAS

Western Iowa's utilities are reliable, inexpensive and easily accessible. The region has a mix of investor-owned utilities, rural electric cooperatives and municipal providers to meet the needs of your company.

Natural Gas Providers

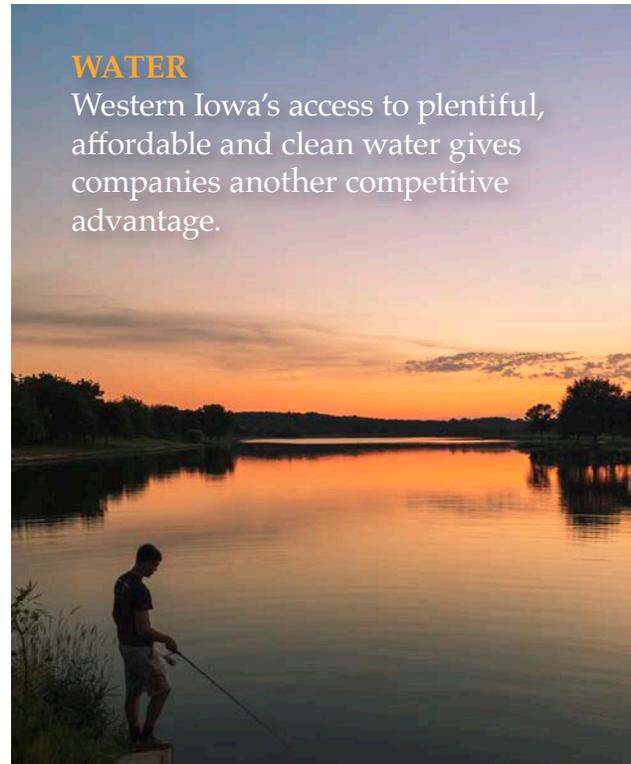
MidAmerican Energy • Alliant Energy • Black Hills Energy • Various municipal providers

Electric Providers

MidAmerican Energy • Alliant Energy • Western Iowa Power Cooperative (WIPCO) • Nishnabotna Valley REC • Raccoon Valley Electric Coop • Midland Power • North West REC • Calhoun County Electric Cooperative Association • Various municipal providers

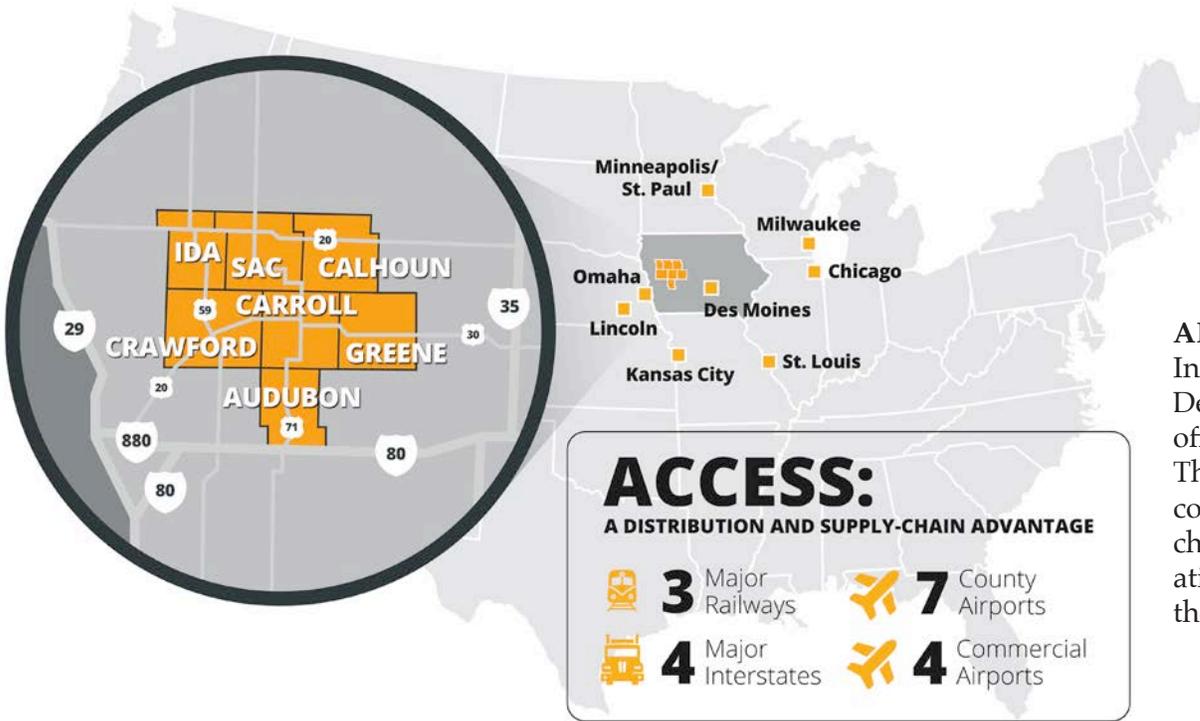
WATER

Western Iowa's access to plentiful, affordable and clean water gives companies another competitive advantage.



OUR ACCESS ADVANTAGE

Western Iowa is at the center of it all. Located at the crossroads of I-80 and I-35, we're served by four interstate highways with excellent air and rail infrastructure. It's easy for companies in Western Iowa to get goods to market from coast to coast, giving them a distribution and supply-chain advantage.



AIRPORTS

International Airports in Des Moines and Omaha offer non-stop to 32 cities. There are also seven county airports serving charter and general aviation aircraft available in the region.

RAIL

Western Iowa is served by BNSF, Union Pacific, and Candadian National. Access is available throughout the region, serving many domestic and international shipping options.





OUR EDUCATION ADVANTAGE

Iowa has a strong secondary and post-secondary education systems. ACT scores are above average and the high school graduation rate is 88.2 percent (Source: ACT.org). Western Iowa school systems provide opportunities for excellence in academics, sports, and arts. Several school districts throughout the region also have Career Academies that offer training in advanced technology for agriculture, manufacturing and business. They are rightfully a point of pride for the residents of area communities.

Three area community colleges offer associates degrees, certificates and many other industry-specific training programs to prepare students for the work of today and tomorrow.

Western Iowa Tech Community College

- Agriculture, Food and Natural Resources
- Architecture and Construction
- Business, Management and Administration
- Health Sciences
- Manufacturing
- Transportation, Distribution and Logistics

Des Moines Area Community College

- Agriculture, Natural, and Environmental Sciences
- Architecture, Engineering and Construction
- Business, Management, and Marketing
- Information Technology
- Health Science
- Manufacturing
- Transportation and Logistics

Iowa Central Community College

- Agriculture Technology
- Automotive Technology
- Business
- Electrical/Mechanical Technician
- Engineering and Design Technology
- Industrial Business, Mechanics, Robotics and Automation
- Supply Chain Management

In addition, Buena Vista University and the University of Northern Iowa provide advanced degrees and 2+2 programs for students to take their first two years at a local community college and then transfer to a four-year university. Nearby, Iowa State University and the University of Iowa both have world-class undergraduate and graduate degree programs across a wide range of disciplines, bringing in students from all over the state, across the country and around the world.



Contact us today and see how easy it can be:

712.792.9914

info@westerniowaadvantage.com

Western Iowa Advantage

P.O. Box 768 Carroll, IA 51401