

POPULATION & LABOR FORCE

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

MAKE OUR ADVANTAGE YOUR ADVANTAGE

ADVANCED MANUFACTURING

Iowa is more than just agriculture. The state is a manufacturing Mecca with over 6,000 businesses employing nearly 223,000 – a full 14% of the state's total workforce. A Right-to-Work state, Iowa residents are known for their famous midwestern work ethic and high productivity. It's no wonder manufacturers of all sizes sing the praises of doing business in Western Iowa.

WORKFORCE ADVANTAGE

Our well-trained workforce is the product of an excellent educational system. Three area community colleges, Des Moines Area Community College, Western Iowa Tech Community College, and Iowa Central Community College, offer associates degrees, certificates and many other industry-specific training programs to prepare students for the work of today and tomorrow. Several school districts throughout the region also have Career Academies that offer training in advanced technology for agriculture, manufacturing and business.

- WITCC offers relevant programs in Electromechanics, Industrial Welding, Mechanical Engineering Technology, Predictive Maintenance, Production Welding, Robotics and Automation and more.
- DMACC also offers programs in Advanced Manufacturing, Applied Engineering Technology, Architectural Technology, Automotive and Diesel, Building Maintenance, CAD, Electronics, Engineering, Robotics, Tool & Die and CNC, and much more.

In addition, Buena Vista University and the University of Northern Iowa provide advanced degrees. Nearby, Iowa State University and the University of Iowa both have world-renowned undergraduate and graduate engineering and business programs.

"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, VT Industries

STRENGTH IN MANUFACTURING

The Western Iowa region has a high concentration of the following manufacturing industries:

- Wood Window and Door
- Ethyl Alcohol
- Motor Vehicle Body
- Construction Machinery
- Heating Equipment
- Other Metal Container
- Air-Conditioning, Warm Air Heating Equipment, and Commercial and Industrial Refrigeration Equipment
- Sporting and Athletic Goods
- Farm Machinery and Equipment
- Measuring, Dispensing, and Other Pumping Equipment

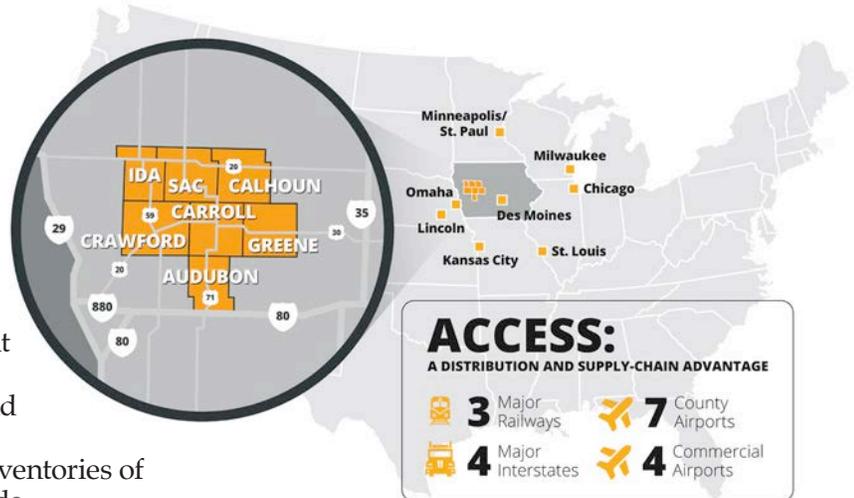
UTILITIES ADVANTAGE

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.

Employers	Industry	Employees in WIAD Region
VT Industries	Architectural Wood Doors	850+
Pella	Windows and Doors	450-499
GOMACO	Concrete Paving Products	300-349
EVAPCO	Evaporative, Cooling, Dry & Adiabatic Tech	200-249
Midwest Industry	Boat trailers, Lifts, and Docks	200-249
Scranton Mfg.	Waste Equipment	200-249
Collins Aerospace	Manufacturing	100-149
American Athletic, Inc./Spaulding	Athletic Products	50-99
Continental Carbonics	Dry Ice Production	50-99
Leer Inc. Caroll Ops	Heat Transfer Products	50-99
Petersen Mfg.	Concrete Site Furnishings	50-99
Power Lift	Athletic Products	50-99
Toynes	Fire Truck Mfr	50-99
AMANCO Audubon Mfg. Corp	Portable Concrete Plants	1-49
B&D Manufacturing	Geothermal Mfg	1-49
Bowie Manufacturing	Fiberglass Product Manufacturing	1-49
Dobson Pipe Organ	Musical Equipment Manufacturer	1-49
Lundell Plastics	Custom Plastic Products	1-49
Quality Machine	Manufacturing	1-49
TNT Industries, Inc.	Commercial Refrigeration	1-49
Volquartsen Firearms	Firearms Mfg	1-49

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.



TAX ADVANTAGES

- No Sales and Use Tax on machinery & 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.
- Iowa Corporate Income Tax
 - 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 New Jobs Tax Credit
- Research and Development Tax Credit for increasing research activities: up to 6.5% of company's allotted share of qualifying research expenditures in Iowa.

Contact Western Iowa Advantage today:

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