

## IOWA POULTRY POWER!

Poultry producers flock to Iowa, and a study by Iowa State University shows why. Iowa offers low-cost feed from America's grain source; a profitable, midcontinent location; a productive, *Grade A* work force; and cost-efficient, reliable energy.

No wonder everyone's clucking about Iowa. Call us for a free copy of ISU's research, and follow the tracks to Iowa.

**IOWA AREA  
DEVELOPMENT  
GROUP**

*A Powerhouse of Site-Selection Services*

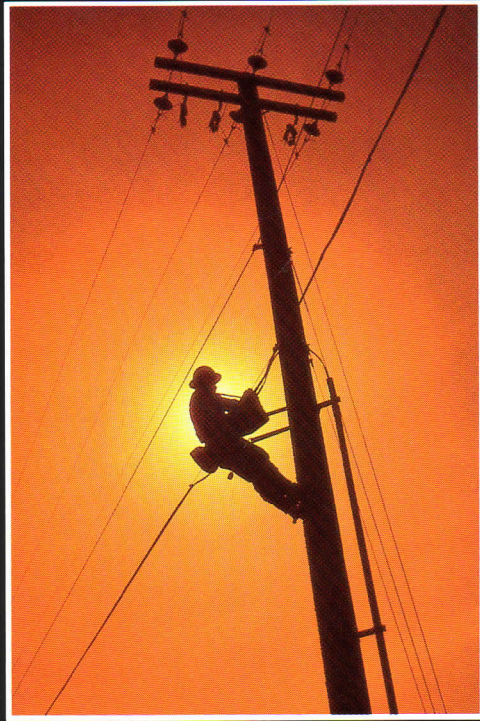
**2700 Westown Parkway, Suite 425  
West Des Moines, Iowa 50265  
TEL: 800-888-4743  
FAX: 515-223-5719**



**IADG**

PROMOTING THE ECONOMY.  
PROTECTING THE ENVIRONMENT

Circle No. 153 on Inquiry Card



**IOWA AREA  
DEVELOPMENT  
GROUP**

A utility pole stands on the left side of the page, with several power lines extending across the sky. The background is a warm, orange-hued sunset or sunrise sky. The text is arranged in two columns on the right side of the page.

## **The Power of Information**

Iowa Area Development Group is your one-call connection to Iowa. Formed by a consortium of consumer-owned electric companies to promote development in Iowa, IADG offers efficient services that can save you time and money.

IADG is an information powerhouse. IADG professionals know Iowa. They provide practical assistance; fast data on Iowa sites, buildings, natural resources, financial sources; access to state and community leaders; and more, to help you make well-informed business decisions.

## **The Power of Service**

Iowa Area Development Group is a consumer-owned, service-oriented company. As the development arm of rural and municipal electric companies throughout Iowa, IADG was one of the first organizations of its kind in the nation. Its members take pride in Iowa. They recognize the importance of well planned economic development, and strive to build brighter business horizons for Iowa.

The professionals at IADG are specialists. Their financial experts can cut through red tape to access available funds through public or private financing programs and can even create customized incentive packages. Other IADG specialists can put you in touch with the people you need to meet, or help you access IADG's computer data bank with a wealth of information on sites, buildings and other aspects of doing business in Iowa. IADG's free, one-to-one services accommodate your needs confidentially, promptly and profitably.

## The Power of Electric Resources

More than 80 member-owned rural and municipal electric companies represented by Iowa Area Development Group provide service to approximately 85 percent of Iowa. These companies have a history of delivering dependable service at competitive rates. Iowans enjoy an abundance of electric resources and reliable service in a state where brownouts are virtually unknown.

Iowa power companies plan ahead to keep reliability high by using an efficient mix of fossil fuel, nuclear and hydro generation. A midcontinent area power pool assures uninterrupted service and a power supply that always exceeds demand.

Iowa's cooperative generation, transmission, distribution and municipal electric companies annually provide more than 5.5 million megawatt hours of clean, safe electricity through 68,000 miles of transmission lines — the most cost-efficient source of power. And, since no new generation facilities are in construction or being planned, rates are forecast to remain low.

IADG utilities employ more than 1,500 people and generate nearly \$11 million annually in property taxes to further strengthen Iowa's economy.

## The Power of an Iowa Lifestyle

The people at Iowa Area Development Group are happy to welcome visitors and introduce them to the advantages of an Iowa lifestyle.

Iowans enjoy being at the center of it all. Whether for vacation destinations or business distribution, people and products travel affordably and fast from Iowa. By road, rail or air, travel is always smarter from this Midcontinent hub.

Iowa is your ticket to world-class opera, symphony, dance, theater and art. Iowans enjoy critically acclaimed performances in some of the nation's finest facilities. Sports and recreational opportunities also abound in a state that has "something for everyone," from Little League hockey to national hot air balloon races.

Iowa's many amenities are enhanced by housing that's affordable, cities that are safe, and people who are warm and welcoming.

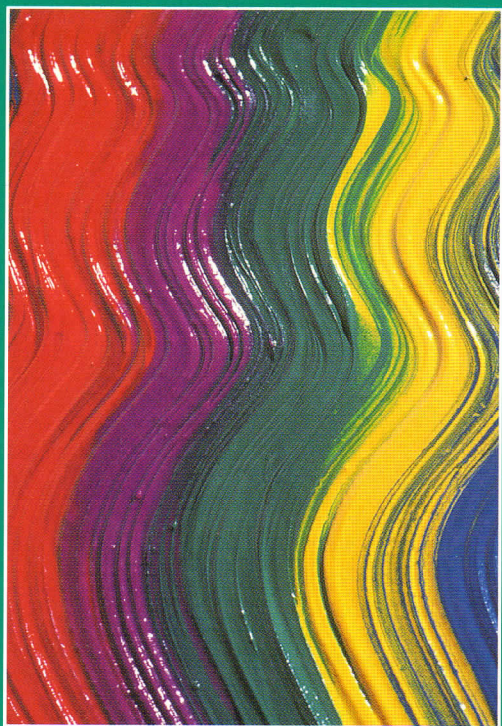
## **The Power That Pays**

Iowa excels in **education and productivity**. Businesses that have located in Iowa praise the intelligence, efficiency and work ethic of Iowa employees. The enthusiastic pride of Iowa workers translates to profits.

The **business climate** in Iowa fosters growth. The Iowa Industrial New Jobs Training Program saves participating companies thousands of dollars through partial reimbursement of training and related start-up expenses. Iowa is a *Right to Work* state where turnover is low and absenteeism averages 1 percent or less. Attractive tax credits, as well as a long list of financing programs and incentives brighten Iowa's business horizons.

Iowa holds bright prospects for business, and the Iowa Area Development Group network of people and power makes it easier to "connect" with Iowa.

Whether you want a data bank search or an on-site tour, IADG professionals can help. Call 1-515-223-4817 and let IADG introduce you to the *power of Iowa*.



**PRINTING POWER!**

## A SHINING EXAMPLE

Printing industries prosper in Iowa. Leaders such

as Donnelley, UARCO and International Paper

Company profit from the following

*letter-perfect* advantages:

- Fast access to major markets.
- Plenty of paper mills and raw materials, from ink to chemical supplies.
- Well-trained, productive work force; low labor costs.
- Some of the nation's best job training programs and technology transfer resources.
- The Iowa Graphic Arts and Printing Technology Center.

From low costs to high technology, you

can print profits faster, in Iowa.



## ENERGIZED WORK FORCE

### Generates Productivity

Plug into Iowa's "energy-efficient" work force. Iowa has low labor costs, yet consistently leads most states in productivity. There's a steady supply of skilled workers here, from pressroom personnel to film strippers to sales reps. And, Iowa's right-to-work status contributes to positive labor relations.

Iowa's highly regarded education system — one of the nation's best — translates to superior productivity. Iowa's high school graduation rate of 86 percent ranks fifth highest in the nation. And, for the past two decades, Iowa students have led the nation in SAT and ACT scores.

That's why Iowa generates high value-added investment returns per employee and per payroll



dollar. The productivity of Iowa workers is equivalent to more than *five extra weeks of output* per worker each year! Iowa's innovative job training programs generate profits, too. From customized on-the-job training to on-campus classes at one of 15 community colleges, Iowa offers financial and educational incentives that save thousands of dollars in start-up and operational costs, while getting workers up to speed *fast*.

## HIGH-VOLTAGE MARKET ACCESS

### Generates Sales

Harness Iowa's market power. Iowa's well-developed transportation network allows quick, easy and affordable market access. Profitable metropolitan markets, from Detroit to Denver, are within a day's drive.

Iowa's advanced telecommunications network keeps you well-connected, too. From satellite communications to a sophisticated fiber optics system, Iowa assures clear voice, video and data transmission. Iowa's high-tech network reaches rural, metropolitan, out-of-state and international regions.

The Iowa Graphic Arts and Printing Technology Center includes a state-of-the-art conference center with interactive audio and video communications, for training or

customer/supplier meetings. Companies can link up with specialized training programs *anywhere in the world*.

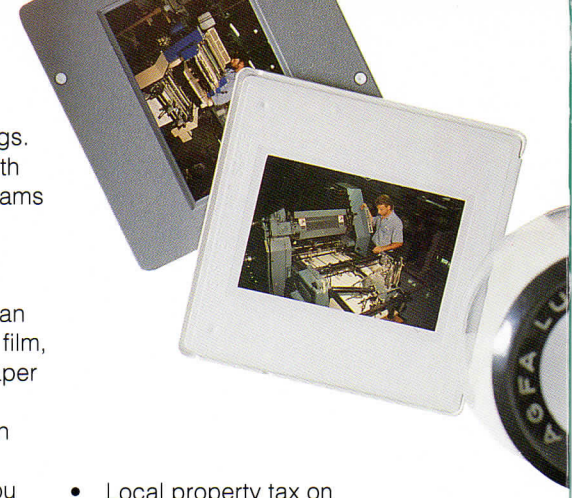
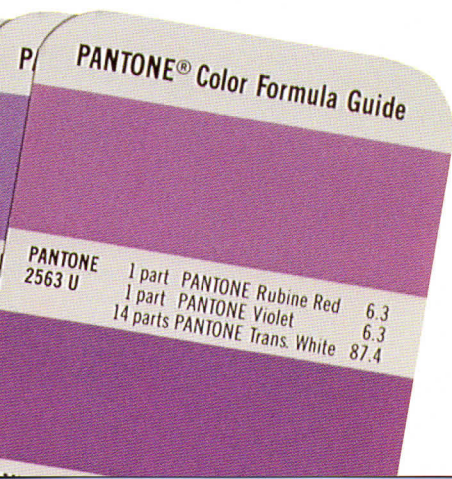
Iowa offers access to raw materials, too. You'll find an abundance of ink, plates, film, chemical supplies and paper from Midwest suppliers. Located at the intersection of two transcontinental interstates, Iowa keeps you in touch with suppliers and buyers.

## CHARGED BUSINESS CLIMATE

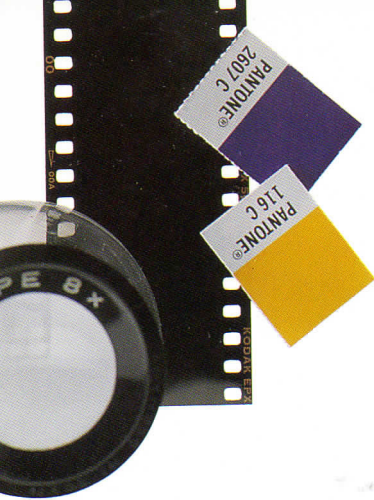
### Generates Profits

Galvanize profits in Iowa, where printing industries enjoy a low cost of doing business. Consider some of Iowa's business climate benefits:

- Corporate income tax based only on in-state sales.
- No property tax on inventory.
- Right-to-work state.
- 50 percent deduction of federal income tax paid on Iowa sales.
- Local property tax on machinery and equipment assessed at 30 percent of net acquisition cost.
- No sales and use taxes on: manufacturing machinery and equipment; computers and packaging containers sold to retailers or manufacturers; and pollution control equipment.
- Iowa's unemployment insurance and workers' compensation costs are among the lowest in the nation.
- Tax credits available for research and development and new jobs creation.
- Customized training and up to 50 percent reimbursement of new employees' on-the-job training wages.







You'll profit from faster access to advancements in computer technology, color separation, and other pre-press and press operations. You'll receive help with new product development as well as with manufacturing and distribution. You can use the printing lab to test soy ink with different types of paper, or access current data on research, industry trends, case studies or a work force needs analysis.

The Center listens and responds to changing needs and provides computer linkup to technology centers worldwide to *keep* Iowa industries on the cutting edge.

Another profitable resource is the Iowa Quality Coalition, a public/private sector partnership that works with employers to improve productivity, efficiency and quality.

## **POWER SOURCE**

### **Generates Results**

The Iowa Area Development Group (IADG) represents the power of reliable electricity and the power of professional site-selection services. Formed by consumer-owned Iowa electric companies, IADG is a private, state-wide development group. IADG's sophisticated experience, extensive data resources and tailored business-entry assistance packages provide a practical way to access Iowa's profit potential.

Printing industries find the *lowest cost* and *highest return*, in Iowa. To learn more about how printing profits shine in Iowa, call IADG at **1-800-888-4743**.

## **CURRENT TECHNOLOGY**

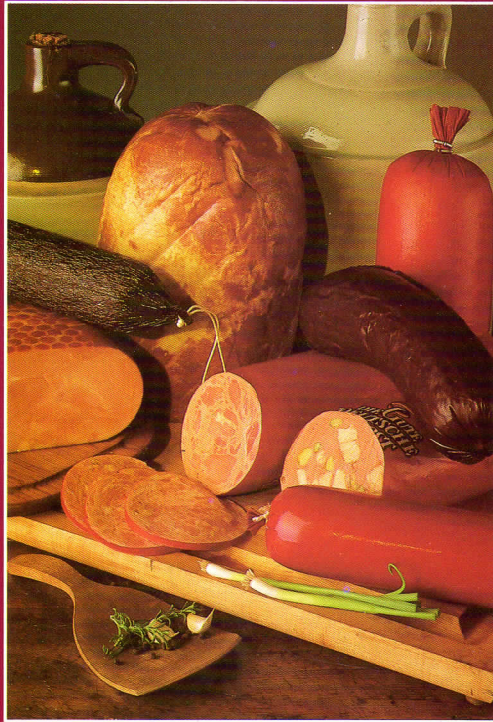
### **Generates Innovation**

Iowa's research and education resources add the spark of innovation to printing industries. Three state universities, private schools and 15 community colleges work closely with industry. This cooperation makes breakthrough technology more user-friendly and translates Iowa's educational leadership into on-the-job productivity.

The Iowa Graphic Arts and Printing Technology Center gives you an extra edge. The Center is a consortium of printing companies, community colleges, universities and government. The Center listens and responds to industry needs, offering technological expertise, business development assistance, and training and education. Classroom and "hands-on" opportunities are available, including quality improvement, machine maintenance, photography, desktop publishing, management, environmental and safety training, and "Just-In-Time" production efficiency.

## **Iowa Area Development Group**

A Powerhouse of Site-Selection Services



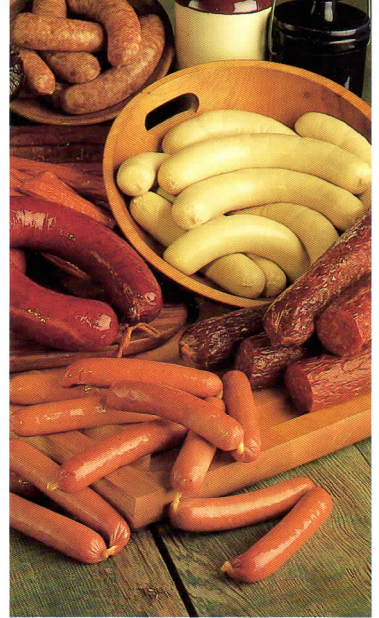
**PROCESSING POWER!**

## A SHINING EXAMPLE

The power of an Iowa location makes processing profits sizzle. A recent study comparing Iowa to nine other leading meat processing states documents Iowa's edge.

- Iowa generates the highest value-added investment return per employee and per payroll dollar;
- Iowa is close to raw materials, research expertise and major markets;
- Iowa offers low shipping and utility costs; and,
- Iowa provides valuable financial and site-selection assistance.

Conducted by an independent researcher, the study serves as an accurate business barometer. From workers to work sites, from production to distribution, you can *process* profits faster in Iowa.



## ENERGIZED WORK FORCE Generates Productivity

Plug into Iowa's dynamic work force. Iowa provides a steady supply of skilled workers who can keep pace with trends toward higher-technology plants and more specialty, value-added meat products. Iowa's education system — one of the nation's best — translates to superior productivity on the job.

Iowa's innovative job training programs generate profits, too. From customized on-the-job training to on-campus classes at one of 15 community colleges, Iowa offers valuable financial and educational incentives. Meat processing industries can save thousands of dollars in start-up and operational costs, while getting workers up to speed *fast*.



## HIGH-VOLTAGE MARKET ACCESS

### Generates Sales

Harness Iowa's market power — a profitable mix of efficient transportation, central location, advanced communications and abundant raw materials.

A mid-continent hub, Iowa is served by two transcontinental interstates and a secondary highway network that's the most extensive in the nation. Major metropolitan markets, from Detroit to Denver, are within a day's drive of Iowa.

Iowa's telecommunications network expands market access, too. Advanced satellite uplink and fiber optic service assure clear, fast and cost-effective communications to domestic and global markets.

As the nation's second-largest ag-producing state, Iowa lowers processing and shipping costs. Iowa is the largest red meat producing state and the eighth-largest source of turkey. Iowa produces more than 5 billion pounds of pork and more than 2 billion pounds of beef. Grain is plentiful, too. Year after year Iowa leads the nation in harvested acres, ranking first in corn production and second in soybean production. Iowa puts you in the market for success.

## CHARGED BUSINESS CLIMATE

### Generates Profits

Galvanize profits in Iowa's favorable business climate. Among the nine states analyzed in the study, meat processing plants in Iowa showed the lowest cost as a percentage of shipments. And, Iowa utility costs ranked among the lowest of the

nine states. Of all states studied, Iowa had the lowest rate for sales and use tax, the lowest annual cost for unemployment compensation, and the lowest workers' compensation rate. Iowa is also one of only three states in the nation with a single-factor corporate income tax, based only on in-state sales.

Other business benefits offered by Iowa include:

- No property tax on inventory.
- Right-to-work state.
- 50 percent deduction of federal income tax paid on Iowa sales.
- No sales and use taxes on manufacturing machinery and equipment; computers and packaging containers sold to retailers or manufacturers; or pollution control equipment.
- Local property tax on machinery and equipment assessed at 30 percent net acquisition cost.
- Unemployment insurance for new manufacturers averages \$119 per employee. Workers' compensation for the average Iowa manufacturer is \$2.62 per \$100 of payroll. Of the 10 states surveyed, Iowa's rate (1 percent) was the lowest.
- Tax credits available for research and development and new jobs creation.
- Customized training and up to 50 percent reimbursement of new employees' on-the-job training wages.





National, state and regional research facilities:

- Linear Acceleration Irradiation Facility
- Ames Laboratory of the U.S. Department of Energy
- National Veterinary Services Laboratory
- National Animal Disease Laboratory
- USDA Regional Meat and Poultry Inspection and Agriculture Statistics Services
- World Food Institute

## **CURRENT TECHNOLOGY**

### **Generates Innovation**

Iowa's research and development resources add the spark of innovation and technology to meat processing industries. Iowa universities and colleges help meat processors develop and apply new technologies. Iowa State University, in Ames, has a world-renowned College of Veterinary Medicine and offers expertise in nutrition, food production, processing and transportation. ISU's research resources include:

- Agriculture and Home Economics Experiment Station
- Meats Laboratory
- Meat Research Library
- Food Crops Research Center
- Center for Industrial Research and Service
- Meat Export Technology and Policy Research Center
- Center for Agricultural and Rural Development
- Veterinary Diagnostic Laboratory

Iowa offers continuing education; assistance in reaching global markets; pilot plant facilities for production, processing and testing of red meats and poultry; and numerous private chemistry and microbiology labs. Iowa's research and development resources accelerate growth and profits for meat processors.

## **POWER SOURCE**

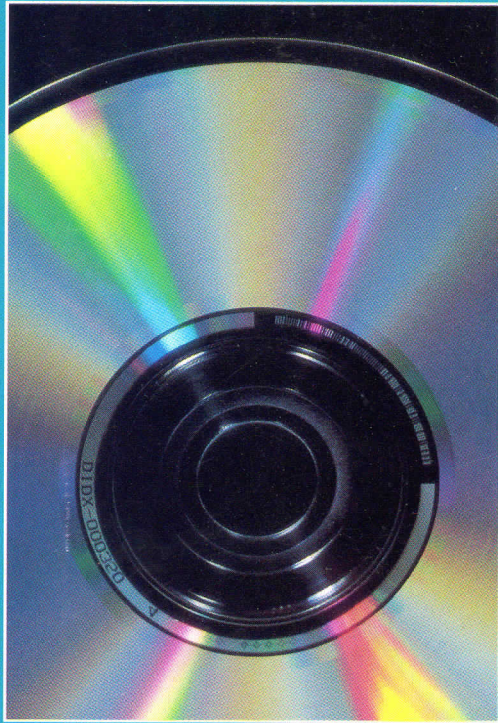
### **Generates Results**

Tap the powerhouse of site-selection services from the Iowa Area Development Group (IADG). Formed by consumer-owned Iowa electric companies, IADG is a private, statewide development group. IADG's sophisticated experience, extensive data resources, and tailored business-entry assistance packages provide a practical way to access Iowa's profit potential.

Meat processing industries find the lowest cost and highest return, in Iowa. Call IADG at **1-800-888-4743**, and we'll send you a **free** copy of research that's power-packed with profitable information.

## **Iowa Area Development Group**

A Powerhouse of Site-Selection Services



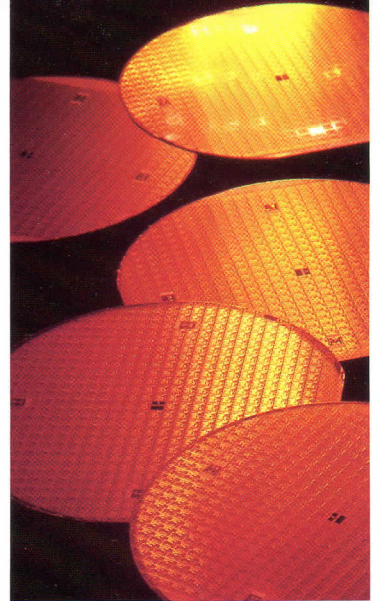
**PLASTICS POWER!**

**IOWA AREA  
DEVELOPMENT  
GROUP**

## A SHINING EXAMPLE

Iowa outshines the rest for plastics industry profits. In a recent study comparing Iowa to 10 leading plastics-producing states, Iowa plastics firms showed the **lowest cost** as a percentage of shipments and the **highest value-added investment return** per employee and per payroll dollar.

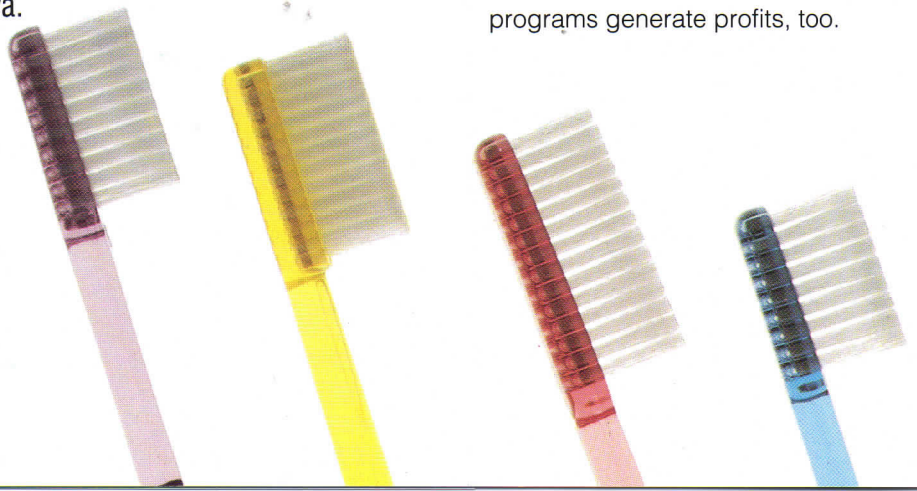
Conducted by an independent researcher, the study serves as a valuable business barometer for plastics industries. From workers to work sites, from processing to distribution, profits take shape faster in Iowa.



## ENERGIZED WORK FORCE Generates Productivity

Plug into Iowa's dynamic work force. Iowa provides a steady supply of skilled workers who are well-suited for high-tech plastics industries. Iowa's highly regarded education system — one of the nation's best — translates to superior productivity on the job. That's why Iowa generates the highest value-added investment return per employee and per payroll dollar. Of 11 plastics producers studied, Iowa *generated* the highest investment return — \$70,366 per employee.

Iowa's innovative job training programs generate profits, too.



From customized on-the-job training to on-campus classes at one of 15 community colleges, Iowa offers valuable financial and educational incentives. Plastics industries can save thousands of dollars in start-up and operational costs, while getting workers up to speed *fast*. And, Iowa's well-educated workers adapt quickly to changes in processes and technology.

## HIGH-VOLTAGE MARKET ACCESS

### Generates Sales

Harness Iowa's market power. Iowa's well-developed transportation network allows quick, easy and affordable market access. Major metropolitan markets, from Detroit to Denver, are within a day's drive of Iowa. Located at the intersection of two transcontinental interstates and bordered by two navigable rivers, Iowa's strategic location keeps you in touch with suppliers and buyers at state, regional, national and international levels.

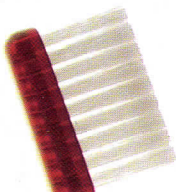
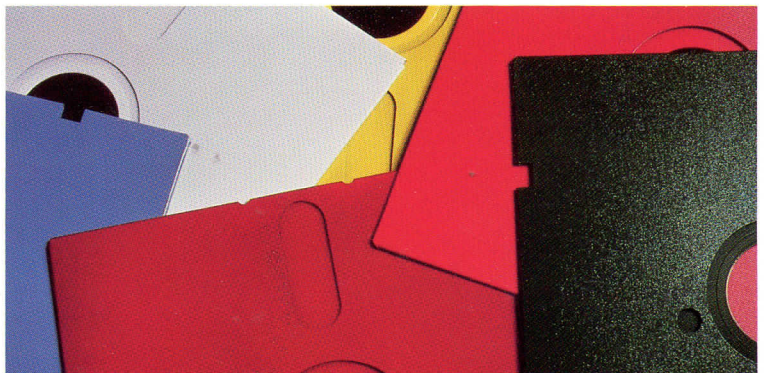
## CHARGED BUSINESS CLIMATE

### Generates Profits

Galvanize profits in Iowa's *pro-plastics* business climate. Iowa plastics industries enjoy a low cost of business entry and a low cost of doing business. When compared to leading plastics-producing states, Iowa plastics plants had the **lowest cost as a percentage of total plastics shipments** (46.4 percent).

Following are some of the ways Iowa *custom-molds* a profitable business climate:

- Corporate income tax based only on in-state sales.
- No property tax on inventory.
- Right-to-work state.
- 50 percent deduction of federal income tax paid on Iowa sales.
- No sales and use taxes on: manufacturing machinery and equipment; computers and packaging containers sold to retailers or manufacturers; and pollution control equipment.
- Local property tax on machinery and equipment assessed at 30 percent of net acquisition cost.
- Unemployment insurance for new manufacturers averages \$119 per employee. Workers' compensation for the average Iowa manufacturer is \$2.62 per \$100 of payroll.
- Tax credits available for research and development and new jobs creation.
- Customized training and up to 50 percent reimbursement of new employees' on-the-job training wages.







## **CURRENT TECHNOLOGY**

### **Generates Innovation**

Iowa's research and education resources add the spark of innovation and technology to plastics industries. Iowa's three state universities, private schools and 15 community colleges work closely with industry in the development and application of new technologies.

Another plus for plastics, the **Iowa Plastics Technology Center** offers specialized services such as employee training, research in recycling and other areas, and technology transfer. The center is a cooperative venture of the University of Northern Iowa, Iowa State University, the Hawkeye Institute of Technology and private companies.

## **POWER SOURCE**

### **Generates Results**

Tap the Iowa **A**rea **D**evelopment **G**roup's powerhouse of site-selection services. Formed by consumer-owned Iowa electric companies, IADG is a private, state-wide development group. IADG's sophisticated experience, extensive data resources and tailored business-entry assistance packages provide a practical way to access Iowa's profit potential.

Plastics producers find the *lowest cost* and *highest return*, in Iowa. Copies of this enlightening research are available now. To learn more about how plastics profits shine in Iowa, write or call IADG. We'll send you a **free** copy of the 11-state **plastics industry research** results, power-packed with profitable information.

## **Iowa Area Development Group**

A Powerhouse of Site-Selection Services