



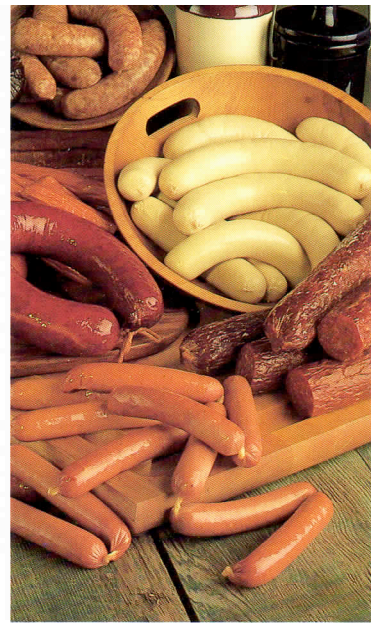
**PROCESSING POWER!**

## 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

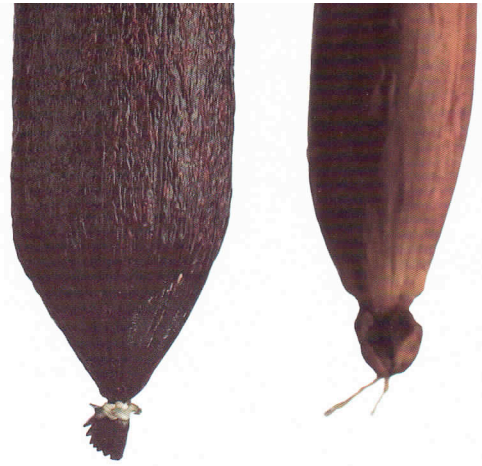
### Generates Profits

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.





## **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

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

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