

INDUSTRY SNAPSHOT

Advanced manufacturing is a major driver of the Iowa economy, and the critical mass of expertise is well worth investigating for companies seeking a competitive advantage. Advanced manufacturing is Iowa's largest industry contributing \$30 billion annually to the state's economy. That's right, America's largest producer of corn, pigs and eggs reaps twice as much from manufacturing than farming.

- Manufacturing represents 17.3% of Iowa's GDP (Bureau of Economic Analysis, 2019)
- Iowa ranks eighth in the U.S. for percentage of GDP derived from manufacturing (Bureau of Economic Analysis, 2019)
- In 2019, Iowa exported \$17 billion worth of manufactured and value-added goods (WiserTrade, 2019)

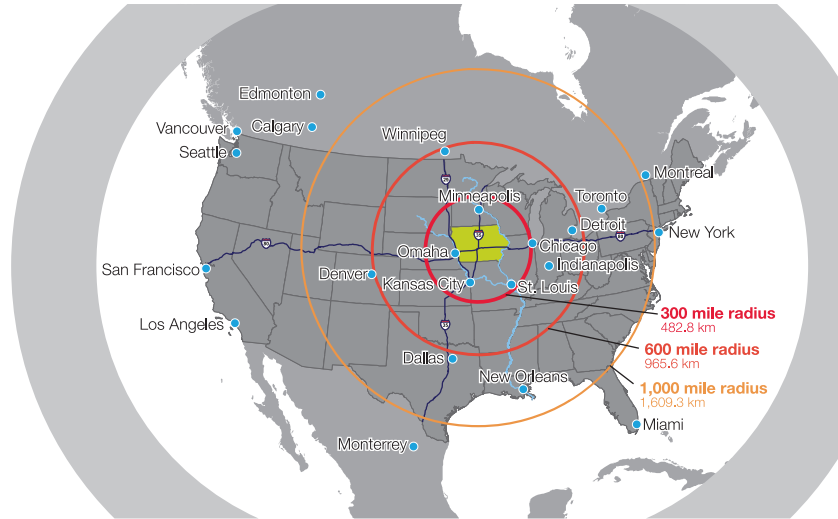
Today, more than 7,200 manufacturers employ nearly 226,000 Iowans, representing 15% of Iowa's total workforce. In Iowa, some of the world's leading companies currently engage in manufacturing:

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| • aerospace and defense products | • food products |
| • aluminum | • industrial chemicals |
| • appliances | • medical devices |
| • electronic devices | • plastics |
| • fabricated metals | • recreational vehicles |
| • farm and construction machinery | • steel |
| | • wood products |

COMPANIES AT WORK IN IOWA



PERFECTLY POSITIONED



Iowa is ideally suited to export products all over the globe with air, water, rail and highway systems designed for commerce. Iowa's central geographic location in North America makes it easier to move products around the world.

Two major coast-to-coast, north to south interstate arteries (Interstate 35 and Interstate 80) pass through Iowa and are principal roads in America's transportation grid. Barge freight is accommodated via the Mississippi and Missouri rivers.

A HIGHLY SKILLED WORKFORCE

To help manufacturing companies maximize Iowa's skilled talent pool, state-of-the-art training programs have been established by the state's robust community college system. Community colleges in the regions where new or existing jobs are located administer these programs, offering a one-stop-shop training approach.

IOWA ECONOMIC DEVELOPMENT AUTHORITY

1963 Bell Avenue, Suite 200
Des Moines, Iowa 50315 USA

International: +1.515.348.6200

Domestic: 1.800.245.4692

IOWA'S ADVANCED MANUFACTURING NETWORK

Manufacturers in Iowa have the support of colleges and universities in providing valuable technology transfer; skilled, knowledgeable workers; and information and assistance on achieving optimum productivity through improved processes. Some centers of excellence include:

- The Center for Industrial Research and Service (CIRAS) at Iowa State University works to enhance the performance of the manufacturing industry in Iowa. CIRAS provides educational seminars and individualized technical assistance to Iowa's thousands of manufacturers in the areas of engineering, management practices, productivity, energy, procurement, biorenewables and quality management. Staff provide access to a variety of College of Engineering laboratories to broaden the product and process design capabilities of Iowa industry.
- Protostudios is a medical prototyping facility within the University of Iowa's Department of Innovation and Economic Development. Protostudios employs experienced engineers that recruit, train and manage a team of university and community college students seeking hands-on training in design and advanced manufacturing. Protostudios is equipped with 3D design software and the specialized equipment needed to produce small high resolution devices, associated software and integrated electronics. Protostudios assists entrepreneurs, inventors, companies and University of Iowa faculty and staff in creating demonstrable proof-of-concept devices with an emphasis on anatomical analogs, biomechanical devices, surgical tools, embedded and IoT electronics. All intellectual property remains with the assisted parties.
- The University of Northern Iowa Metal Casting Center is a nationally recognized leader in foundry research, applied technology and technical business assistance. The center is comprised of two facilities - the materials research and foundry site at the

Information Technology Center in Cedar Falls and the Additive Manufacturing Center. The Additive Manufacturing Center features North America's largest 3D printer and is located at Cedar Valley TechWorks in Waterloo.

IOWA'S BUSINESS CLIMATE IS RIGHT

- Right-to-work state
- The second-lowest cost of doing business (*Business Facilities*, 2017)
- One of only a few states in the nation to consistently offer a refundable research and development activities tax credit
- No corporate income tax on profits from sales made outside of Iowa
- No personal property (inventory) tax
- No sales or use tax on manufacturing machinery, equipment or computers
- No sales tax on electricity or natural gas used in the manufacturing process
- No sales tax on materials used in the manufacturing process
- Competitively priced buildings and sites
- Flexible job training programs provide customized training for new and current employees
- Direct financial assistance and tax benefit programs for job creation and new capital investment projects

CONTACT US

Project managers at the Iowa Economic Development Authority (IEDA) are experienced in working with companies making confidential site location reviews in the state of Iowa. IEDA can provide all the information needed to make a decision, schedule tours of possible locations, accompany company representatives, serve as a liaison with appropriate state agencies and local development groups, and identify financial and technical assistance to serve a company's needs. IEDA's goal is to streamline every aspect of site location so companies can begin operation in Iowa as quickly as possible.

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