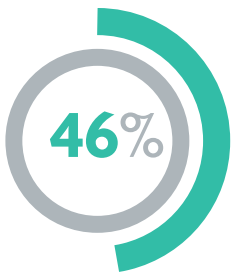


Total Visits  
**74**  
2023

## BUENA VISTA CLAY DICKINSON EMMET

### BRE Interviews are vital to

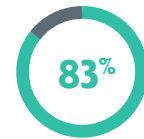
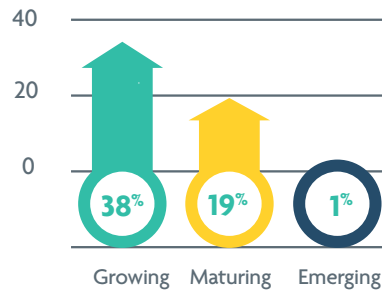
- Identify expansion opportunities
- Forecast economic investment and job creation
- Identify businesses at risk of downsizing or closing
- Provide succession planning resources
- Provide insight for allocation of resources
- Generate facts to support marketing initiatives
- Foster relationships with Corridor businesses



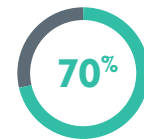
### Expansion Plans

of companies plan to expand in the next 3 years.

Where is the company's primary product/service in its life cycle?



Introduced a new product/service in the last 3 years

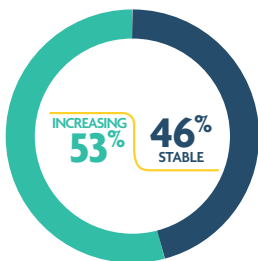


Anticipate new products/services in the next 2 years

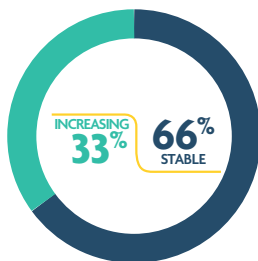
### Estimated 18 Project Expansions in the next 3-5 years.

Totalling \$524+ million in capital investment and over 350 new jobs.

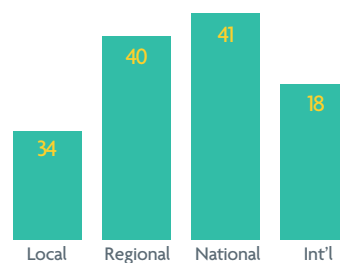
Total Company Sales



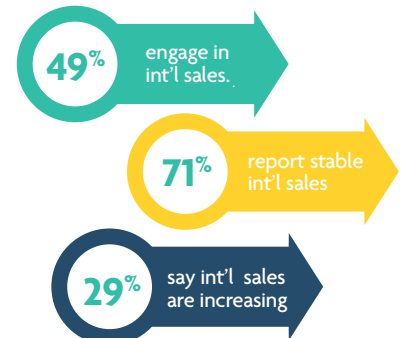
Market Share of Key Products(s)



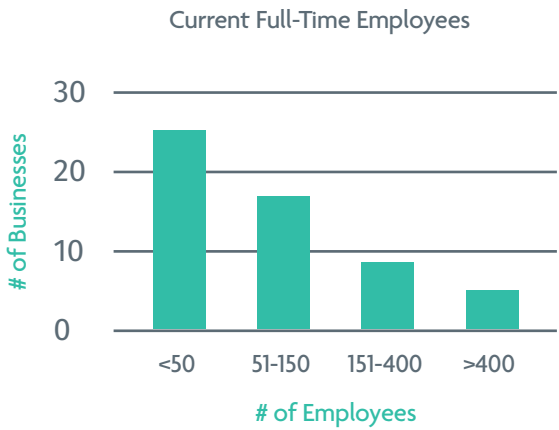
Are the company's market(s):



International Sales



# 2023 BR+E | SUMMARY REPORT



### Top Strengths Identified:

- Work Ethic
- Supportive Community
- Quality of Life Amenities

### Most Difficult Positions to Recruit

- General Labor
- Maintenance
- Skilled Mechanical Personnel
- Truck Drivers

### Top Weaknesses Identified:

- Lack of Workforce
- Housing Availability
- Childcare Availability

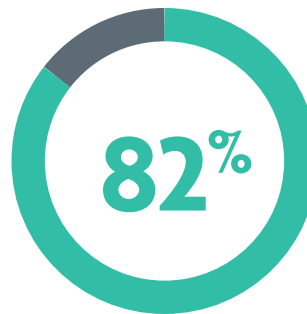


IOWA LAKES CORRIDOR DEVELOPMENT CORPORATION  
Number of Unfilled Positions

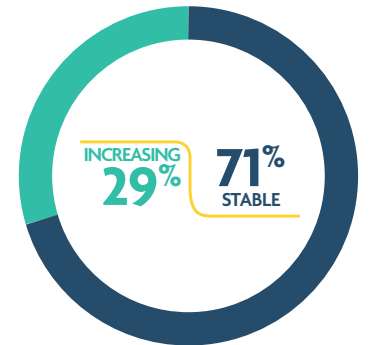
# 397

Companies rated on Workforce on a Scale 1 to 7

- **AVAILABILITY**  
Availability of workforce was rated an average of 3
- **QUALITY**  
Quality of workforce was rated an average of 4
- **STABILITY**  
Stability of workforce was rated an average of 4



Experiencing Recruitment Problems



Number of Unfilled Positions

### Regional Strengths



**A majority of businesses rated above average satisfaction with community utility providers.**

75% Say the community's technology infrastructure is adequate for their growth plans.