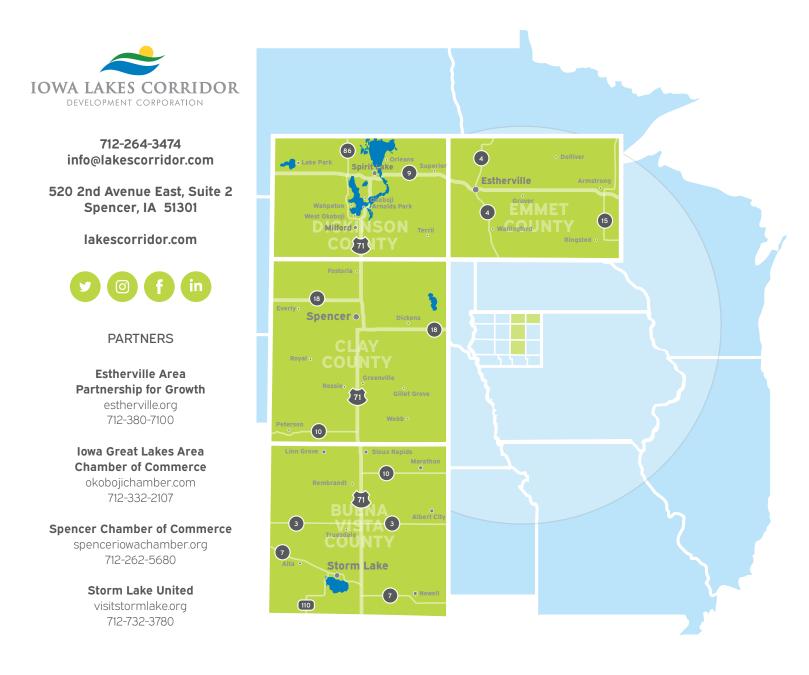
IOWA LAKES CORRIDOR DEVELOPMENT CORPORATION

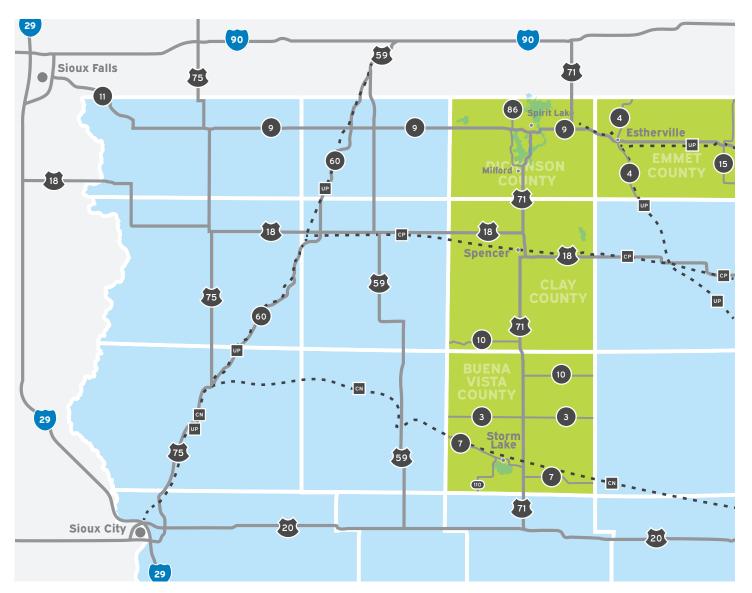
GET A LAKES LIFE IN THE IOWA LAKES CORRIDOR

THE LAKES OF NORTHWEST IOWA

The perfect place for businesses and families, the four counties of the Iowa Lakes Corridor economic development region combine progressive smalltown living with urban amenities. Young and old alike enjoy a variety of employment opportunities, neighborhoods, housing, outdoor recreation, restaurants, cultural amenities, educational opportunities, healthcare, churches, shopping, and quality public services.



LOGISTICS & INFASTRUCTURE



BY ROAD

The Iowa Lakes Corridor is linked north to south by U.S. 71, transected east to west by multiple state highways, and very near Interstate 90 and U.S. Highways 20 and 75. Several trucking carriers support employers with their transportation needs, providing full-load, less than truckload (LTL), and refrigerated freight transport.

Additionally, the region is served by multiple logistics support (3PL) companies.

BY RAIL

Canadian National Railroad Through Newell, Sulpher Springs, Storm Lake and Alta toward Fort Dodge, Cherokee

Operators: Chicago, Central & Pacific

Canadian Pacific Railroad Through Spencer toward Sheldon and Emmetsburg.

Operators: Union Pacific Railroad; Dakota, Minnesota and Eastern R.R. Co.

Union Pacific Railroad From Superior through Estherville towards Emmetsburg and Armstrong

Operators: Union Pacific Railroad

BY AIR

Estherville Municipal Airport Estherville

Milford Municipal (Fuller Airport) Milford

Northwest Iowa Regional Airport Spencer

Spirit Lake Municipal Airport Spirit Lake

Storm Lake Municipal Airport Storm Lake

TELECOMMUNICATIONS

- Ayrshire Farmers Mutual Telephone Company
- CenturyLink
- Evertek, Inc.
- IGL Teleconnect
- Mediacom
- **Milford Communications**
- Premier Communications
- River Valley Telecommunications Coop
- Royal Telephone Company
- Spencer Municipal Utilities
- Superior Telephone Cooperative
- Terril Telephone Cooperative
- Windstream

INCENTIVES & TAXES

Tax Description	Benefit in Iowa
Corporate Income Tax	Single-factor, non-unitary tax based solely on sales in Iowa No Iowa Sales = No Iowa Corporate Income Tax
Property (machinery & equipment)	Not taxed
Personal Property	Not taxed
Sales Tax (machinery & equipment)	Not taxed
Inventory	Not Taxed
Computers/Pre-installed Software	Not taxed
Utilities sales tax	No tax on electricity or natural gas used in manufacturing process

IOWA'S HIGH-QUALITY JOB PROGRAM

Investment tax credits, sales tax refunds, 0% loans, and forgivable loans to offset costs of locating, expanding or modernizing business in Iowa

IOWA INDUSTRIAL NEW JOBS TRAINING (260)

New employee training dollars for businesses expanding their workforce in Iowa

- Funded by sale of bonds that are paid back via a diversion of a portion of the new employees' withholding tax
- Up to 50% of funds can be used for on-the-job training

NEW JOBS TAX CREDIT

- One-time corporate income tax credit available to participants in 260E program
- Maximum tax credit in 2019 was \$1,836 per new employee

RENEWABLE **CHEMICALS PRODUCTION TAX** CREDIT

First-in-the-nation tax credit that incentivizes the production of 30 high-value chemicals derived from biomass feed-stocks

Annual limit of \$1 million for start-ups and \$500,000 for established businesses

RESEARCH ACTIVITIES TAX CREDIT

Refundable tax credits for R&D investments that may be paid directly in cash to the company after tax liabilities are met

DEMONSTRATION FUND

Assistance to companies with market-ready innovative technologies or products that have clear potential for commercial viabilitv

IOWA INNOVATION ACCELERATION FUND

Promotes formation and growth of businesses that engage in the transfer of technology to competitive profitable companies that create high-paying jobs

PROOF OF COMMERCIAL RELEVANCE

Provides funds for validation of market potential for businesses

that demonstrate a proof of concept for innovative technology

TRANSPORTATION **INFRASTRUCTURE FUNDING**

Iowa Department of Transportation assistance for road, bridge, and rail improvements to support business growth

PROPERTY TAX REBATE

Through Tax Increment Financing, provides temporary rebate to businesses of property taxes paid for new real property investment

FORGIVABLE AND LOW-**INTEREST LOANS**

Provided by local economic development organizations and public partners to businesses that create high-quality jobs

UTILITY REBATES AND **EFFICIENCY PROGRAMS**

Rebates for various investments in high-efficiency equipment and lighting

NEW MARKET TAX CREDITS

Federal income tax credit for corporations or individuals who make gualifying equity investments in designated tracts of Buena Vista and Emmet counties

OPPORTUNITY ZONES

Designated census tracts in Buena Vista and Emmet counties within which investors may receive capital gains tax incentives for qualifying investments

USDA RURAL ECONOMIC DEVELOPMENT LOAN PROGRAM

Highly competitive program accessed through participating rural electric cooperatives and rural telephone cooperatives; provides up to \$1 million on 0% financing for business expansion in rural areas

KEY BUSINESS ADVANTAGES

- New employer unemployment insurance rate is just 1% one of the lowest rates in the nation
- Iowa is acknowledged as a leader in insurance regulation. The Iowa Insurance Division has earned a reputation for oversight that is efficient, responsive, and fair.
- Iowa does not charge premium taxes on sales of annuities or qualified life insurance plans

DEMOGRAPHICS & LABOR CHARACTERISTICS

Population Est. (2018)

Educational Attainment (High School)

Employment Growth Rate (2016-2017)

Median Household Income (2014-2018)

Per Capita Personal Income (2014-2018)

Mean Commute Time (minutes)

Mean Age

BUENA VISTA COUNTY

DEMOGRAPHICS

19,874

35

77.80%

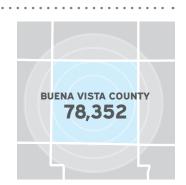
-2.10%

14.1

\$54,556

\$26,607

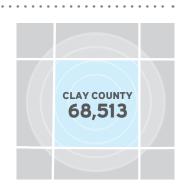
LABOR POOL



CLAY COUNTY

DEMOGRAPHICS

LABOR POOL



DICKINSON COUNTY



Population Est. (2018)	16,134
Mean Age	42
Educational Attainment (High School)	93.50%
Employment Growth Rate (2016-2017)	2.30%
Mean Commute Time (minutes)	15.9
Median Household Income (2014-2018)	\$47,874
Per Capita Personal Income (2014-2018)	\$27,811

DEMOGRAPHICS

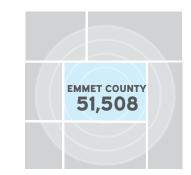
LABOR POOL





DEMOGRAPHICS

LABOR POOL



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EMMET COUNTY

	Population Est. (2018)	9,253
-	Mean Age	41
-	Educational Attainment (High School)	90.50%
-	Employment Growth Rate (2016-2017)	-4.70%
-	Mean Commute Time (minutes)	17.7
	Median Household Income (2014-2018)	\$48,542
	Per Capita Personal Income (2014-2018)	\$30,386

EDUCATION

The Iowa Lakes Corridor is home to quality schools with small class sizes, modern buildings and technology, excellent programs, and top-notch faculty and administration. Below are some of the education statistics in our region:



HIGHER EDUCATION INSTITUTIONS





Located on the shores of Storm Lake, this picturesque campus offers nearly 90 majors. Guaranteed internships, abundant scholarships and grants, professors that care about success, and life-changing experiences are all part of the BVU experience.

Top Programs: Harold Walter Siebens School of Business, School of Communication & Arts, School of Education & Exercise Science, School of Science, School of Social Science, Philosophy & Religion, Pre-Professional Programs

Iowa Lakes Community College Estherville

2

Located in the Iowa Great Lakes Region, Iowa Lakes offers multiple locations throughout a five-county service area including Algona, Emmetsburg, Estherville, Spencer, and Spirit Lake. Classes are offered full time or part time; days, evenings or weekends; via television, fiber optics or with a professor in the classroom; via the Internet with online courses. One of lowa's premier community colleges, faculty and staff at Iowa Lakes recognize learning is lifelong. Iowa Lakes emphasizes continuing education as well as general interest courses for adults and older learners.

Top Programs:

3

Agriculture, Business, Communications, Health, Industrial Technology, Social & Human Services, Technology

Iowa Central Community College Storm Lake (satellite)

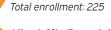
Iowa Central Community College is a community college in Fort Dodge, Iowa, with a satellite campus in Storm Lake. Iowa Central Community College students

can obtain two-year Associate of Arts degrees in more than 50 majors, including accounting, journalism, and social work. Associates of Sciences degrees are available in more than 30 majors, including agricultural technology, engineering and design technology, industrial business, industrial mechanics, industrial machinists diploma, industrial robotics, and automation

PUBLIC SCHOOL DISTRICTS



🕦 Harris-Lake Park Total enrollment: 292 Clay Central/ Everly (K-6) 12 Total enrollment: 288 Laurens-Marathon 13 Total enrollment: 276 **Ruthven-Avrshire**



Albert City-Truesdale (K-6) 15 Total enrollment: 217

PAROCHIAL **SCHOOLS**

14



School Spencer Total enrollment: 94

St. Mary's HS Storm Lake Total enrollment: 58

STATEWIDE STATS



HIGH SCHOOL GRADUATION RATE

AVERAGE SAT SCORE



HEALTHCARE

There is an abundance of essential and specialty health services in the Iowa Lakes Corridor region. We have a great diversity of professional services with caring family doctors and surgeons, state-of-the-art hospitals, and a 911 system with highly trained rescue personnel.

REGIONAL HEALTHCARE

Spencer Hospital Spencer

Spencer Hospital offers exceptional healthcare to people of Northwest lowa and Southern Minnesota. In addition to providing a full-service hospital, Spencer Hospital operates a comprehensive cancer treatment center, an inpatient behavioral health center, a multi-specialty surgical center, three primary care clinics, two dialysis centers, and an infusion center.

The hub of the Spencer medical community is its local physician practice groups, whose physicians work together to meet the primary care and specialty needs of area patients. The hospital and its medical staff work collaboratively in a spirit of collegiality to meet the challenges of an ever-changing healthcare environment.

Lakes Regional Healthcare Spirit Lake

Lakes Regional Healthcare, the Okoboji Area's official community hospital, provides quality care, great service, and low cost. Lakes Regional Healthcare is the only hospital in Northwest Iowa and Southwest Minnesota to provide comprehensive robotic-assisted surgeries, have a prestigious 5-star rating from CMS, and offer the highest quality 3D mammography images. People turn to Lakes Regional Healthcare for a range of services, from obstetrical care to nutrition advice to orthopedic surgeries.

Buena Vista Regional Medical Center Storm Lake

Buena Vista Regional Medical Center provides medical and surgical care for inpatient, outpatient, and over 50 specialists. Services include but are not limited to obstetrics, orthopedics, breast health, oncology, and diagnostic imaging. BVRMC employs over 400 people and consistently is recognized as a Top Workplace by the Des Moines Register and for high levels of patient satisfaction from Press Ganey surveys.

Avera Holy Family

Hospital Estherville

Avera Holy Family Hospital, along with affiliated primary care clinics and physician offices, provides comprehensive healthcare - and access to extensive medical specialties - as part of the Avera Health system serving South Dakota, North Dakota, Nebraska, Minnesota, and Iowa. Across the Avera Health system, including Avera Holy Family Hospital, patients benefit from evidence-based care, a strong focus on safety and comfort, and the best possible outcomes.

As a Christian healthcare ministry rooted deeply in Gospel values, Avera Holy Family Hospital provides for the needs of the people in the region with quality, cost-effective, accessible healthcare services, featuring the latest technology. Clients receive the same top-quality health services found at major medical centers and regional referral sites, including precision diagnosis and treatment using advanced technology such as computed tomography (CT), digital and 3-D mammography, magnetic resonance imaging (MRI), nuclear medicine, PET/CT, ultrasound, and bone density scanning, and Avera QuickLabs.

WORLD-CLASS HEALTHCARE FACILITIES OUTSIDE OF REGION

Mayo Clinic Rochester, MN

Mayo Clinic, Rochester, a short 3-hour drive, was ranked as the #1 overall hospital in the United States by U.S. News and World Report. This hospital ranks highest in 15 specialties from cancer and heart disease to respiratory disorders and urology. Mayo Clinic considers its own most significant contribution to medicine to be the development and implementation of the concept of integrated, multi-specialty physician-led group medical practice. Each year, more than 1.3 million different patients from all 50 states and from more than 150 countries are seen at one of the Mayo Clinic facilities.

Sanford USD Medical Center and Hospital Sioux Falls, SD

Sanford USD Medical Center is the largest hospital in South Dakota and is operated by Sanford Health system, one of the largest health systems in the country. A Level II Trauma Center, Sanford USD was ranked as one of the 100 Great Hospitals in America by Becker's Hospital Review in 2017 and 2018. The hospital specializes in integrated health care, genomic medicine, senior care and services, global clinics, research, and affordable insurance. The Sanford Health system incudes 44 hospitals, 1,400 physicians, and more than 200 Good Samaritan Society senior care locations in 26 states and nine countries.

Avera Heart Hospital Sioux Falls, SD

Avera Heart Hospital is located in Sioux Falls, SD and is a nationally recognized leader in heart and vascular care. As the region's first hospital dedicated solely to the diagnosis and treatment of heart disease, they are focusing on the nation's number one killer. It is a teaching hospital. Patients receive the benefits of advanced technology and personalized services specific to their individual needs.

University of Iowa Hospitals Iowa City, IA

University of Iowa Hospitals and Clinics is an 811-bed public teaching hospital and Level I trauma center affiliated with the University of Iowa, located in Iowa City, IA. The University of Iowa Children's Hospital was founded in 1919. As Iowa's only comprehensive children's hospital, it provides care for children from birth to young adulthood. The new UI Stead Family Children's Hospital building opened in February 2017 and includes more than 170 pediatric doctors, surgeons, and dentists, and more than 500 specially trained pediatric nurses. It is the only nationally ranked children's hospital in Iowa. Patients come from every county in Iowa, nearly every state in the United States, and several international countries

ADVANCED MANUFACTURING

Home to internationally recognized manufacturers and tech-savvy small businesses, the Iowa Lakes Corridor knows how to make the products the market demands!

MANUFACTURERS

966 Industries Milford

Designs, installs and inspects automation and robotics systems for high-volume manufacturing and assembly facilities

Aero Race Wheels Estherville Manufactures steel wheels for auto racing

Art's Way Manufacturing Armstrong Manufactures diversified farmyard equipment such as grinder mixers and manure spreaders

Boji Custom Metal Works *Millord* Manufactures custom aluminum trailers and custom stainless and aluminum products

Brownmed, Inc. *Spirit Lake* Manufactures quality, innovative medical products that improve a patient's quality of life

Central Bi-Products *Estherville* Regional company with rendering processes for multi-species raw material, poultry raw material, feathers, and blood, which is supported by its own protein blending plants that provide total protein product segregation

DEMCO Products *Spencer* Manufactures steel trailers for the agricultural and construction industries

Dynotech Dynamometers *Estherville* Agriculture PTO dynamometer sales and service. Featuring 21st Century patented tractor dyno design

Furst-McNess Company Storm Lake Provide vitamin and mineral premix, commodity blends, and feed ingredients to the beef, dairy, poultry, and swine industry

General Machine Works Co, Inc *Spencer* Manufactures custom machine parts **GKN Armstrong Wheels** *Estherville* Manufactures steel wheels for agriculture and other large applications

Godbersen Metal Works *Spencer* Contract manufacturing for OEMs, to include assembly, bending, fabrication, welding, and other processes for aluminum, expanded metal, stainless steel, and steel

Gull Wing Industries, Inc. *Alta* Designs and manufacturers portable power units

Harvest International Storm Lake Manufactures diversified agricultural equipment

HTC, Inc. *Milford* Manufactures road building and repair equipment

Mayline-Safco Milford Manufactures office furniture and other workspace solutions

Meridian Mfg Storm Lake Manufactures quality storage and handling products for agriculture and industry

Merrill Co/Arnold Motor Supply Spencer Warehousing and sales of automobile replacement parts

Milford Welding & Mfg. Milford Provides custom metal fabrication and welding services

Mill Creek Machining Spencer Manufactures machined parts from carbon steel, stainless steel and other materials

Mock Medical Millord Assembles and distributes at-home surgical instrument kits for medical training Morton Buildings Spencer Specializes in farm storage/agricultural buildings and hobby shops in the communities located in northern Iowa and southern Minnesota

MWI Components Spencer Manufactures specialized metal products for the post-frame building industry

National Box & Display, Inc. Spencer Manufactures boxes for the jewelry industry

Nolin Milling Dickens International steel fabricator company specializing in dry bulk material handling equipment including spouting, valves, slide gates, adjustable spout ends, and accessories as well as ductwork for air and dust handling

Northern Iowa Die Casting Lake Park Start-to-finish provider of quality aluminum and zinc die castings

Pivot Point/Syngenta Spencer Cold storage seed distribution center for Syngenta

Polaris *Spirit Lake* Assembly facility for motorcycles under Indian brand name

Pure Fishing *Spirit Lake* Leading global manufacturer and provider of fishing tackle, lures, rods, and reels with a portfolio of international brands

Quality Refrigerated Services/Quality Processing Services Spencer

Full-service public refrigerated warehouse with accompanying processing services

Ranco Fertiservice, Inc Sioux Rapids Manufacturers durable, high-quality fertilizer blending and handling equipment **Rosenboom** *Spirit Lake* Manufactures custom-crafted cylinders for any hydraulic cylinder application

SATERN Barrels Estherville Manufactures match-grade rifle barrels

Shine Bros. Corp. Spencer International company that processes and ships recycled scrap metal material

T G Industries Armstrong Manufactures hydraulic telescoping and articulated truck lifting systems

Tecton Industries, Inc. Spencer A leading producer of high-quality, tight-tolerance component parts from round stock, shaped stock, cast, and forged materials serving a wide range of industries around the globe

TransAgra International Storm Lake Providing unique, all-natural microbial fermentation products for animal feed, forage, and agronomy customers

US Powertrain *Spirit Lake* Manufactures and re-manufactures professional automotive drive-train and power-train parts

Vander Haag's, Inc. Spencer Provides new and re-manufactured truck parts

Veridian Limited Spencer Manufactures comfortable, performance-based firefighter protective apparel

FOOD, BEVERAGE & AG PROCESSING

One-eleventh of the U.S. food supply starts in the fields of Iowa. Whatever their interests, from ag tech to food production, and whomever their customers, whether growers, processors or consumers, businesses do better in the Iowa Lakes Corridor, the heart of the nation's food and agriculture industries.

FOOD COMPANIES

Daybreak Foods Estherville Family-operated egg production and processing company

Land Mark Products, Inc. *Milford* Manufacturer and distributor of pizza and sandwich solutions for the retail and food service industries

Redwood Farms Meat Processing Estherville Custom hog processing and processing

of pork for private branding options and products for retail and food service

Rembrandt Foods Spirit Lake (Corporate) International large egg producer supplying high-quality egg ingredients to food manufacturers and food service companies

Tyson (Pork) *Storm Lake* Pork processing plant for retail distribution channels

Tyson (Turkey) *Storm Lake* Turkey processing plant for retail distribution channels

BEVERAGE COMPANIES

Atlantic Coca-Cola Bottling Company Spirit Lake

A privately owned, independent bottler and distributor of Coca-Cola products for most of Iowa, parts of Minnesota, Wisconsin, Illinois, and Missouri

Century Farms Distilling *Spencer* A microdistillery that produces craft whiskey and vodka

Doll Distributing Spencer Regional beverage distributor providing a large selection of domestic and craft beer, flavored malts, and non-alcoholic beverages

Iowa Project Brewing *Spencer* A nanobrewery aimed at providing a unique drinking experience centered around family, friendship, and community

Johnson Brothers Distributing Spencer Wine, spirits, and beer distributor, providing world-class service to customers across the U.S.

Little Swan Lake Winery Estherville Family-owned-and-operated winery offering a variety of wines from sweet to dry

Okoboji Brewing Company Spirit Lake A small-scale brewery, taproom, and homebrew supply store

West O Beer/Oh Beverages *West Okoboji* A microbrewery that produces regional craft beers and hard seltzers made with the clear blue glacial waters of Lake Okoboji

AG COMPANIES

Ag Partners Albert City (Corporate) Full-service provider for precision ag services which includes agronomy, grain marketing, and feed products

Cooperative Farmers Elevator

Ocheyeden (Corporate) Farmer-owned cooperative serving farms and rural businesses in areas of agronomy, feed, grain, and lumber

Cotton-Grave Farm Management

Provider of customer service in farm management, land sales, and land investments

GF Land Management *Spirit Lake* Provider of services in the general warehousing and storage industry

MaxYield West Bend (Corporate) Full service cooperative in the agricultural industry providing leading ag solutions

Isonova Spencer Innovative egg product manufacturer providing unique solutions for their customers' needs

The Acre Company Spencer A farm real estate, land auction and auctioneer business

ALTERNATIVE ENERGY

The Iowa Lakes Corridor region boasts multiple ethanol plants, massive wind farms, and one of the nation's foremost sustainable energy and wind technology programs at Iowa Lakes Community College. It's the ideal place for alternative energy businesses.

ALTERNATIVE ENERGY COMPANIES

Alliant Mason City

Midwest energy company that provides electric and natural gas services to customers and communities

Anemometry Specialists Alta

Wind resource assessment services for small - or large - volume meteorological tower projects

Black Hills Energy Cooperative Spencer Energy company that is an electric and gas utility that sells power throughout the American West

 $\begin{array}{l} \mbox{Corn Belt Power Cooperative {\it Humboldt}} \\ \mbox{A generation and transmission (G&T)} \\ \mbox{electric cooperative owned by its} \\ \mbox{member systems} \end{array}$

Green Plains Superior

Ethanol producer, marketing and commodities company

Iowa Lakes Electric

Cooperative *Estherville* An electric power cooperative providing reliable, competitively-priced energy and services

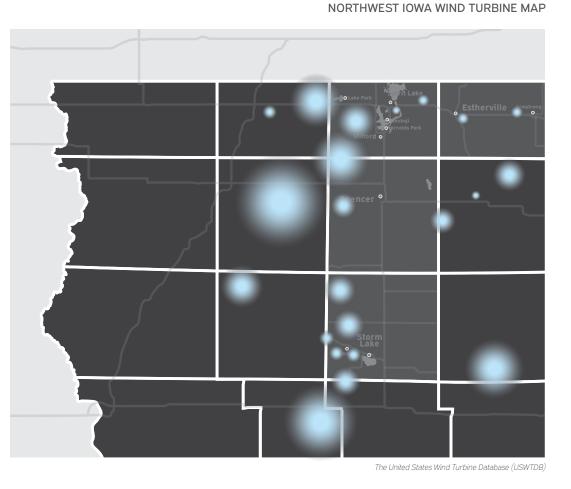
ITC Midwest Des Moines

invests in the electricity transmission grid to improve reliability, expand access to markets

MidAmerican Storm Lake Energy service provider which includes electricity, natural gas, wind energy, gas transportation, and other related services

Trusted Energy Storm Lake Renewable energy company providing solar and wind energy systems

Valero Renewables Hartley/Albert City Large independent petroleum refiner and a leading marketer and ethanol producer



IOWA ALTERNATIVE ENERGY STATS



ETHANOL PRODUCTION CAPACITY

PERCENTAGE

GENERATED

FROM WIND

OF ELECTRICITY







INSTALLED

WIND CAPACITY

RECENT PROJECT SUCCESSES

YEAR	ТҮРЕ	COMPANY	INDUSTRY	JOBS	CAPITAL INVESTMENT
2016	Existing	Tyson	Food	8	\$30 million
2017	New	US PowerTrain	Manufacturing	20+	<\$1 million
2018	Expansion	Cooperative Farmers Elevator	Retail	<20	<\$1 million
2018	Expansion	Engineered Seals Company	Expansion	n/a	<\$600,000
2018	New	EPCO	Manufacturing	10	<\$300,000
2018	New	Mill Creek Machining	Manufacturing	10+	>\$1 million
2018	New	Safco Products	Manufacturing	100	<\$4 million
2018	Existing	SSI	Apparel	n/a	<\$500,000
2018	New	Syngenta-Pivot Point Spencer	Agriculture	20+	<\$2.5 million
2019	New	Godbersen Metal Works	Manufacturing	10+	<\$3 million
2019	Expansion	GrapeTree Medical Staffing	Healthcare	100+	<\$5 million
2019	New	Hiper Ceramics	Manufacturing	5+	<\$1 million
2019	Expansion	MWI Components	Manufacturing	<10	<\$1 million
2020	Existing	Tyson	Food	12	\$37 million





FROM THRILL RIDES TO CHILL VIBES

22,493	ACRES OF WATER ON	21 LAKES
203 RES	TAURANTS	
16 GOLF	COURSES	
1 AMUSEN	IENT PARK	
2 SUMME	R THEATRES	
4 сомми	NITY THEATRES	
57 MILES	S OF GROOMED SNOWMOB	
4,323 AG	CRES OF PARK AND PUBLIC	LAND
273 MILE	S OF BIKE TRAIL	CIES
4 STATE R	ECORD-SETTING FISH SPE	CIES
IOV	VA LAKES CORRIDOR DEVELOPMENT CORPORATION	







