

IOWWA

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Presentation to
Iowa Area Development Group

Mike Tramontina, Director
Iowa Dept of Economic Development
Sept. 7, 2007

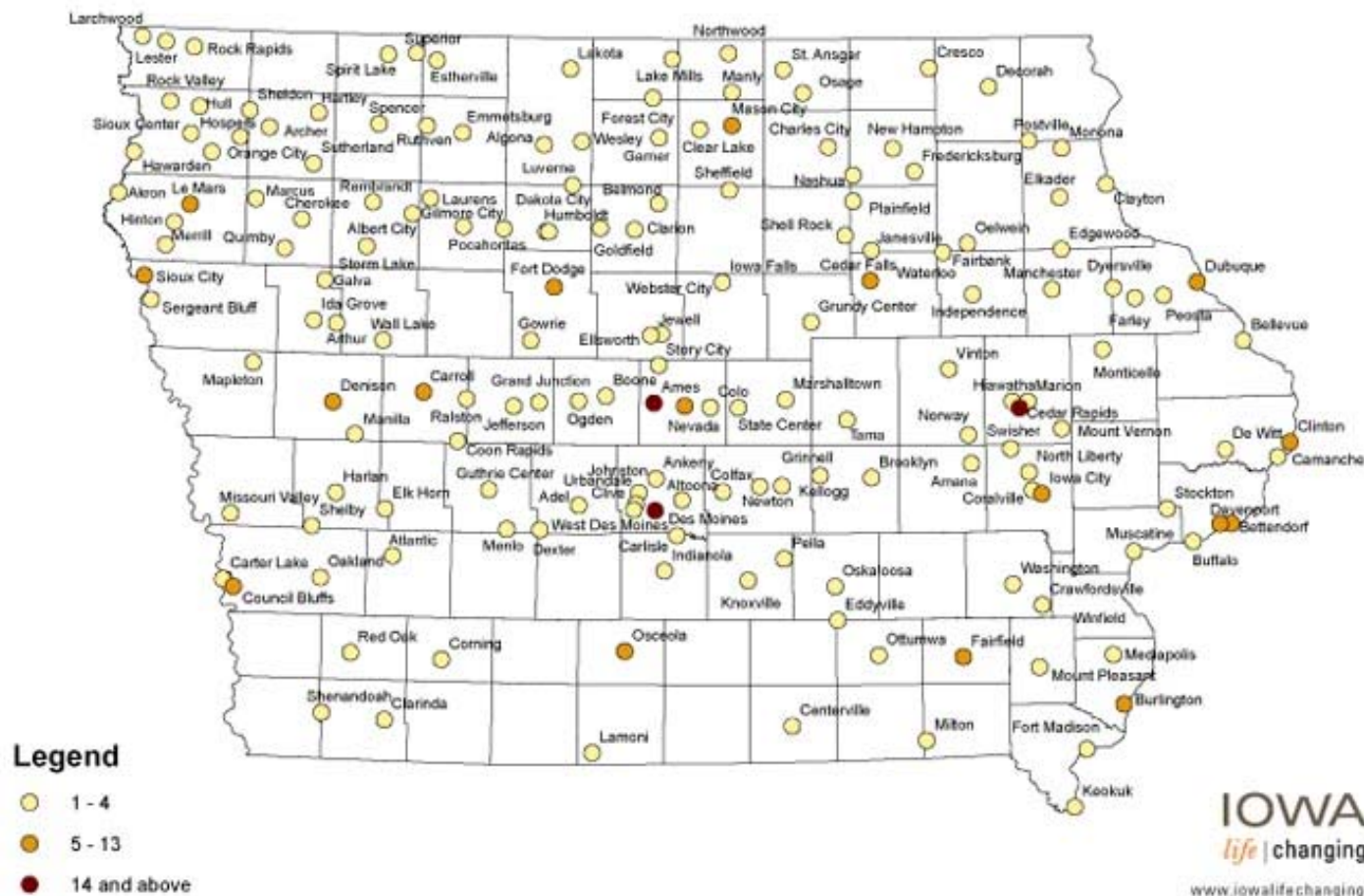
Iowa's Economy Today

Unemployment Rate	3.9%
Per Capita Income (2006)	\$33,236
Nonfarm Employment	1,521,400
Manufacturing Employment	231,000
Farmland Values	up 16%
Tourism (2005)	\$5.4 Bil up 7%
Export Goods (2006)	\$8.4 Bil up 14.4%

Grow Iowa Values Fund Summary 9/07

Total Projects	472
Cap Investment	\$11.775 Billion
New/Retained Job Potential	36,593
State Taxes to State Incentives	2.01
Small under 100 employees	56.1%
Medium 100-500 employees	9.2%
Large over 500 employees	24.9%
Cities under 10,000	51.8%
Cities 10,000 or larger	48.2%
Iowa expansion	59.3%
New business to Iowa	9.2%
Start-up business	31.6%

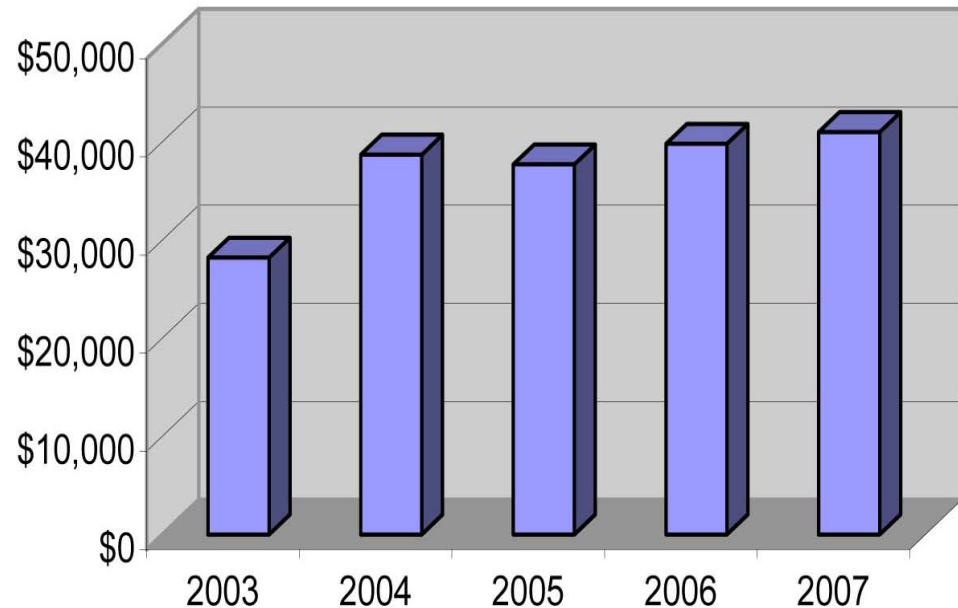
Iowa Values Fund and Other IDED Programs: July 1, 2003 - July 2007



Average Wage of Jobs Funded by IDED Programs

Average Wage of IDED-funded Jobs

\$38,700	2004
\$37,700	2005
\$39,800	2006
\$41,000	2007



Leads & Project Origin 9/07

Domestic	340
International	132
Total	472

International leads have grown from 8% of our pipeline in 1/03 to 33% today.

Leads from over 20 countries. Strongest target countries: Denmark, Germany, Japan, Italy, France, Netherlands

Foreign Direct Investment

<i>FY '00</i>	<i>FY '02</i>	<i>FY '06</i>
<i>\$64.6 million</i>	<i>\$112.7 million</i>	<i>\$211.5 million</i>
<i>872 FTE's</i>	<i>1,398 FTE's</i>	<i>923 FTE's</i>
<i>\$13.05/hr</i>	<i>\$14.83/hr</i>	<i>\$20.47/hr</i>

- Foreign direct investment/ownership directly employs 36,000 Iowans, 54% in manufacturing
- Recent – Acciona Energia, Siemens AG, Aviva PLC,
- Offices- Mexico, Japan, Germany, New China.

Targeted Industry Division

- Long term growth strategy
 - Advanced manufacturing (Renewable Energy)
 - Biosciences (Biofuels)
 - Information Technology
- New Emphasis on Research, Commercialization, Workforce, Supply Chain, Lean Operations
- 2007 Legislation
 - Demonstration Fund (Prototypes)
 - IT Training Fund (Up-Skilling)
 - IT Joint Venture Fund (Orphan IP)
 - Community Colleges, Internships, Dream it Do It (Holding our Youth)

Renewable Energy Today

	Now	Planned	Total
Ethanol 1 st	28 1.9 Bil Gals	14 1.2 Bil Gals	42 3.4 Bil Gals
Biodiesel 1 st	13 258 Mil Gals	3 95 Mil Gals	16 353 Mil Gals
Wind 3 rd	936 MW		

Entrepreneurship

- Current Environment is Good (SBDC's JPEG's, SBA, Accelerators, Venture Capital)
- New- *Statewide Commercialization Entity* to Emulate Experience of Serial Entrepreneurs
- Instill entrepreneurial ideas in Iowa's youth
- Accelerate University Research into *Company Formation and Commercialization* in Iowa
- Succession planning of Iowa businesses

What's the Matter with Iowa?

- Not enough
 - Workforce- Rural Areas
 - High Skilled Workers- IT, Advanced Mfg
 - Entrepreneurs graduate students
- Finding the Answer
 - Generation Iowa Commission
 - Iowa Careers Consortium free posting of jobs at IowaJobs.org and SmartCareerMove.com
 - New Iowan Welcome Center

Community Development

- Recreation & Tourism- Natural Resources, Cultural, Sports Attractions
- Downtown Resource Center/Main Street
- Affordable Housing- Home Ownership
- Sustainability Green Growth
- Iowa Center for Volunteer Services
- Community Foundations- Endow Iowa

Recreation and Tourism

- Continue to Develop Natural Assets
 - Bike Trails
 - Rivers and Water Trails
 - Loess Hills, Prairies
 - Destination Parks Honey Creek Resort at Rathbun, Kings Point Water Park, Storm Lake
 - Events, Emphasizing Diversity
- Market Iowa for Tourism
 - TV ads placed in Chicago market
 - Regional Sport Authority Districts
 - Regional co-op marketing opportunities

Vision Iowa / CAT

- Created to help foster large and small community recreation and attraction projects
- Vision Iowa
12 Projects
\$218.5 million in funding
- Communities Attractions and Tourism
278 projects funded
\$89.7 million in funding

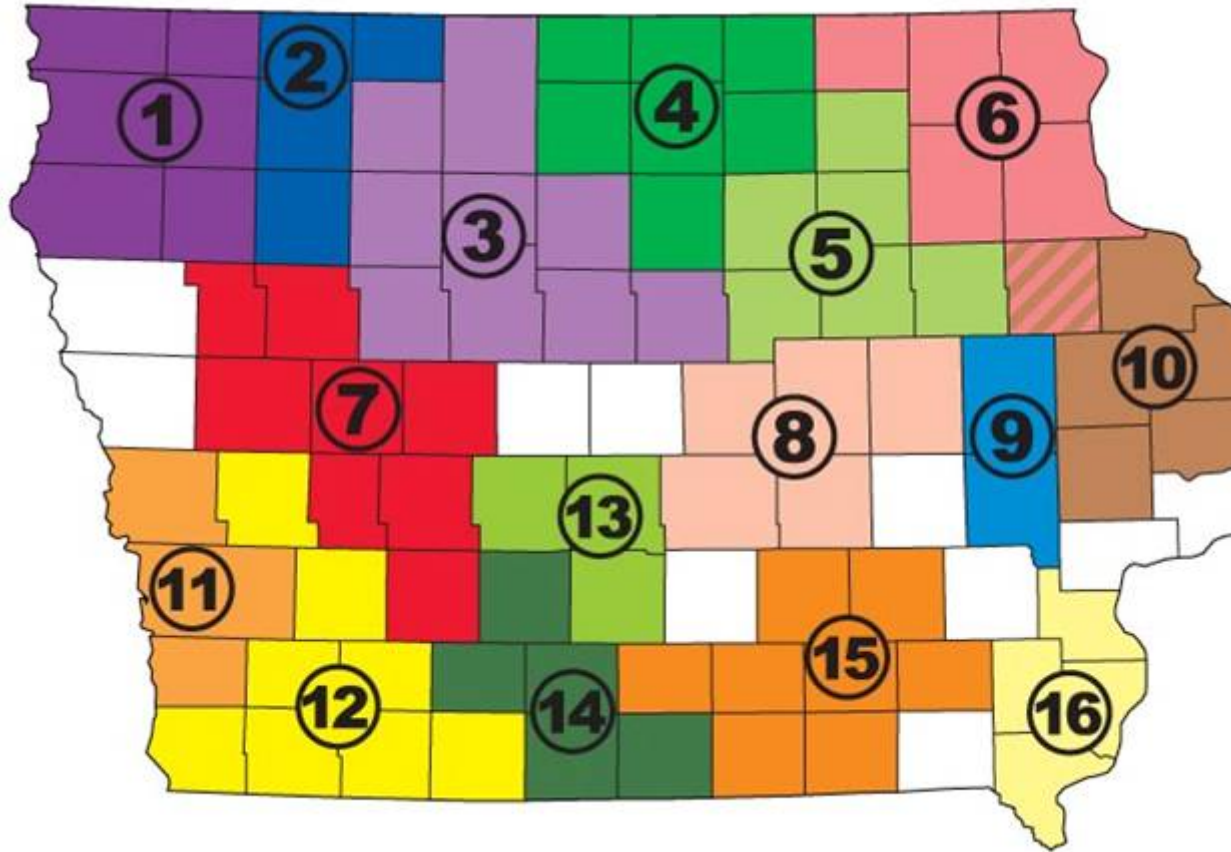
Main Streets, Downtowns, & Neighborhoods



“GreenStreets” Program

- Web page with “green links” and TA
- Green Conference w programs eco-tourism and green certification
- LEED certification for housing
- Promote historic preservation
- Green Teams for community volunteerism
- Examine urban sprawl and new urban strategies
- Alternative sewer and water control technologies
- Green Grants through Federal and State dollars

Regional Marketing Effort



- 1 – Northwest Iowa Developers Coalition
- 2 – Iowa Great Lakes Corridor of Opportunity
- 3 – Mid Iowa Growth Partnership
- 4 – North Central Iowa Growth Partnership
- 5 – Cedar Valley Marketing Region
- 6 – Northeast Iowa Business Network
- 7 – Western Iowa Advantage
- 8 – Iowa Connections
- 9 – Technology Corridor
- 10 – Prosperity Eastern Iowa
- 11 – Greater Council Bluffs Partnership
- 12 – Southwest Iowa Coalition
- 13 – Greater Des Moines Partnership
- 14 – South Central Iowa Partnership
- 15 – River Hills Initiative
- 16 – Southeast Iowa Regional Development Consortium

New/Transitioning Staff

- Vince Lintz, Deputy Director of IDED
- Tim Waddell, Division Administrator, CD
- Cali Beals, Division Coordinator, CD
- Karen Merrick., Division Administrator, Targeted Industries Division
- Shawn Rolland, Public Information Officer
- Kay Snyder, Communications Director
- Diane Foss, Legislative Liaison

Upcoming Events

- Introduction to Main Street Iowa - October 8 - ICN Locations
- Venture Capital and Entrepreneurial Conference - October 10 - Des Moines
- Tourism Conference - October 22-24 - Dubuque

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