



## SERVICES GUIDE



## ABOUT

Iowa Area Development Group (IADG) is the economic development organization for over 150 member-owned electric cooperatives, municipal utilities, and independent telecommunications companies throughout the state.

## RESULTS

For over 38 years, IADG and its member utility partners have assisted with over **2,450 business and community projects**. These developments represent capital investment of more than **\$13.9 billion** and **54,500 jobs, created or retained**, for Iowa.

## SERVICES

The IADG team is ready to provide confidential and non-fee-based assistance with:

- **Site and Building Selection**
- **Data Resources and Technical Assistance**
- **Financial Incentive Packaging**
- **Marketing Support**
- **Community Resources and Services**



## SITE AND BUILDING SELECTION

IADG works closely with business, community, and site selection representatives and provides project guidance and assistance, as needed, in the areas of:

- **Identification of available sites and buildings** - IADG showcases a statewide inventory of sites, buildings, and community information on IADG.com and LoopNet.com. Contact IADG directly for personal assistance.
- **Prospect proposals, site visits, and follow-up** - IADG staff is here to help assemble the components necessary for project consideration. This includes available site and building information, photography, mapping of available assets, and the creation of a team of local, state, and federal partners to support the overall project.
- **Asset development** - IADG member utilities have developed over 95 industrial parks and 74 speculative buildings. IADG and our partners can provide valuable assistance with site and building development. The team is familiar with the inventory of sites and buildings across Iowa and will work to identify property options for consideration.

## FINANCIAL INCENTIVE PACKAGING

IADG works directly with local, state, and federal officials to facilitate support for projects. IADG provides assistance in reviewing and analyzing business plans, helping to arrange conventional financing, venture capital, and aiding with state and federal financial assistance applications.

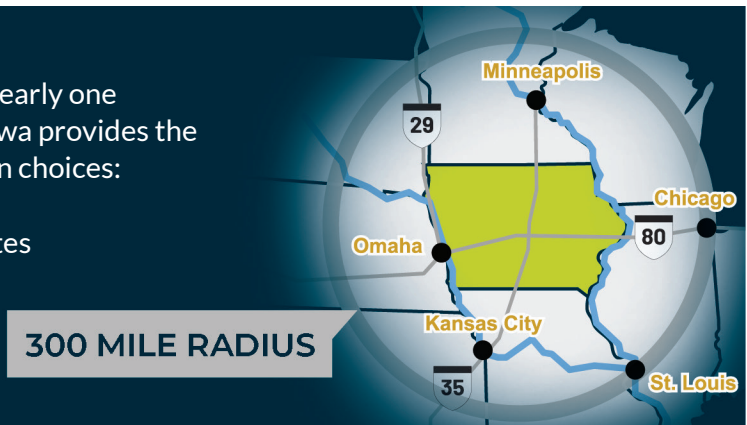
Below are a few programs for consideration:

- IADG Energy Bank Revolving Loan Fund
- USDA Rural Economic Development Loan and Grant Program (REDL&G)
- New Markets Tax Credits
- Revolving Loan Funds (RLFs)
- Ripple Effect Program
- Community Foundations
- Other State and Local Programs (loans, tax credits, job training, Tax Increment Financing, etc.)

Iowa sits in the center of an eight-state market of nearly one million businesses and thirty-five million people. Iowa provides the following efficient and cost-effective transportation choices:

- Network of high-quality highways and interstates
- Over 4,000 miles of rail freight track
- Statewide airport coverage
- Sixty barge terminals that ship and receive

### BUSINESS ADVANTAGES



## BUSINESS ADVANTAGES

### Sales Taxes

Special Sales Tax Exemption on Services  
Sales Tax Exemption for Machinery  
Replacement Parts for Processors  
Dock to Dock Machinery & Equipment Exemptions  
Sales Tax Exemptions on Utility Usage

### Income Taxes

Single Factor Apportionment  
S-Corps Can Apportion  
Refundable Research & Development Credit  
Federal Income Tax Deductibility

### Credit & Incentives

Refundable Research Activities Credit  
Sales Tax Exemption on New Construction Materials  
Job Training Credit

### Other Tax Benefits in Iowa

No Property Tax on M & E  
Fuel Tax Exemption for Truck Idling  
Fuel Tax Exemption for Off-Road and Refrigeration  
Trailer Usage

## RESOURCES AND ASSISTANCE

### Utility Solutions

Energy and cost-saving solutions, like the industrial processing energy tax exemption, are often overlooked. In collaboration with our member utilities, IADG can provide consultation services on energy and telecommunication solutions for business and industry.

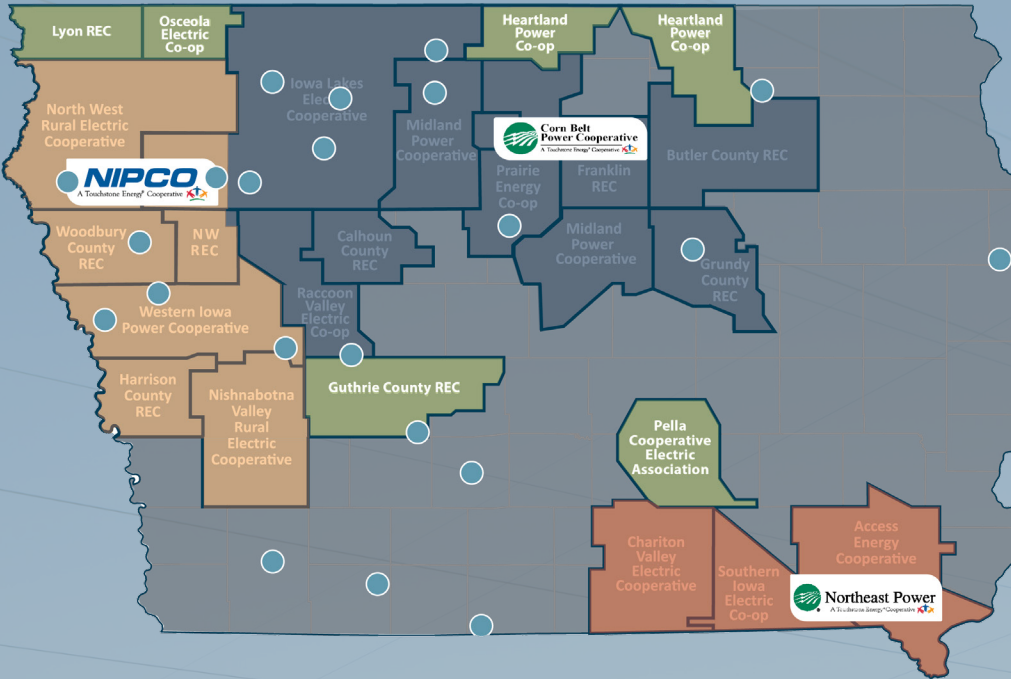
### Regulatory & Permitting Assistance

Our extensive project work has enabled the IADG staff to work closely with state government departments and agencies that require permits for facility construction and new business operation. We can provide valuable contacts and help guide businesses through the regulatory and permitting process.

### Labor Market Analysis

IADG can assist communities with identifying, collecting, analyzing, and presenting labor market information for presentations to business location prospects.





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## SPONSORS AND MEMBERS

IADG's services are made possible through the generous support of Iowa's electric cooperatives, municipal electric, and independent telecommunications company members. IADG is governed and guided by the generation and transmission power cooperatives that provide wholesale power to Iowa's distribution cooperatives.



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