

# IOWA CITY – CEDAR RAPIDS



95%

Educational Attainment

6%

Employment Growth  
Rate

Eastern Iowa Airport:

15

Non-Stop Destinations

Labor Force Population

726,148

## GUIDE TO BUSINESS INVESTMENT

HERE, IT'S REAL.



#1

Iowa ranked as the best overall  
state in the United States  
*US NEWS AND WORLD REPORT*

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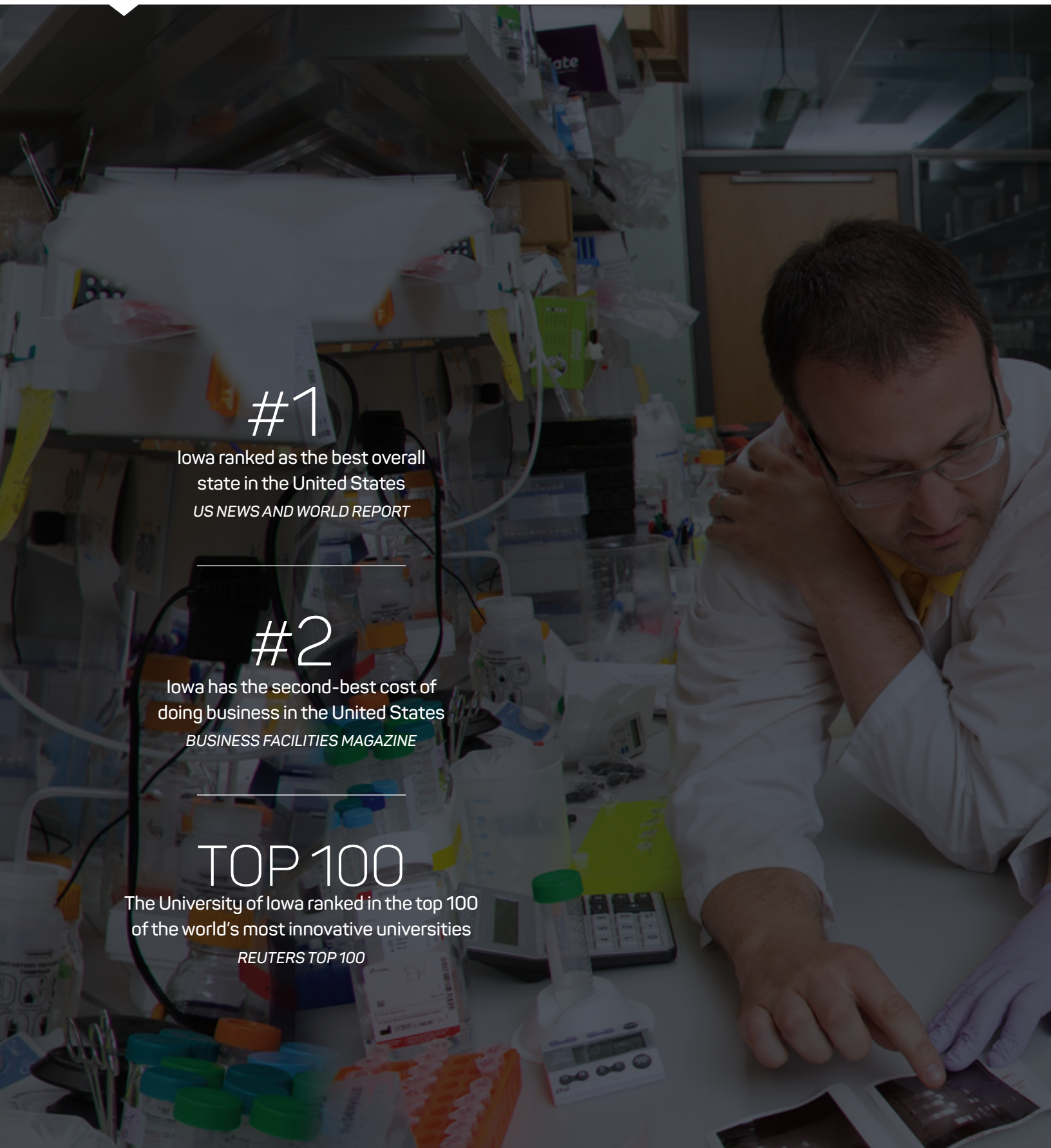
#2

Iowa has the second-best cost of  
doing business in the United States  
*BUSINESS FACILITIES MAGAZINE*

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TOP 100

The University of Iowa ranked in the top 100  
of the world's most innovative universities  
*REUTERS TOP 100*



**INSIDE**

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## CEDAR RAPIDS

#1

Best Places  
for Kids  
2019 Smart Asset

#2

Most  
Recession  
Resistant  
2020 Smart Asset

#4

Best Cities to  
work in tech  
2019 Yahoo  
Finance

#5

Best Cities to  
get rich  
2019 Money  
Under 30

## IOWA CITY

#2

Best Cities for  
working  
parents  
2019 Smart Asset

#2

Best Places to  
retire  
2019 Bank Rate

#3

Best Cities for  
college grads  
2019 Business  
Insider

#4

Best Places to  
live  
2019 Livability

## IOWA

#1

Best State for  
Opportunity  
2019 US News  
and World Reports

#2

Best State for  
Affordability  
2019 US News  
and World Reports

#4

Best State for  
Health Care  
Access  
US News  
and World Reports

#1

Top composite  
ACT scores  
in the United  
States  
2019 - ACT

#1

Least stressed  
states  
2019 Zippia

#3

Best States for  
Women  
2019 WalletHub



IOWA CITY-CEDAR RAPIDS

UNITED STATES



MEDIAN AGE



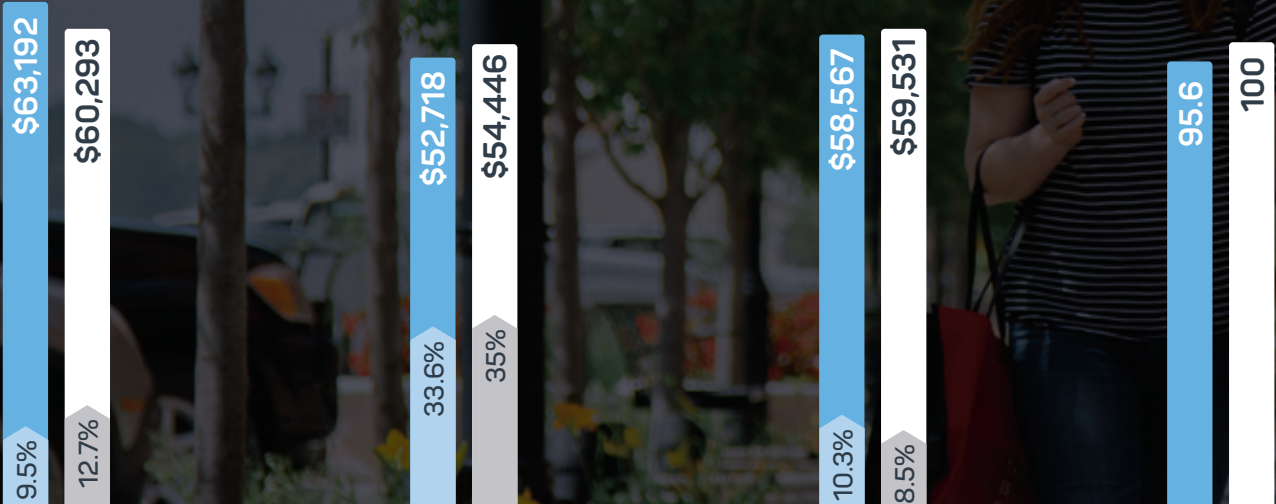
RESIDENTS WITH  
A HIGH SCHOOL  
DIPLOMA OR  
GREATER



LABOR FORCE  
PARTICIPATION RATE  
AND SIZE  
(CIVILIAN POPULATION  
16 YEARS AND OVER)



MEAN COMMUTE  
TIME (MINUTES)



MEDIAN  
HOUSEHOLD  
INCOME  
(GROWTH RATES  
FROM 2009-2018)



PER CAPITA  
PERSONAL  
INCOME  
(GROWTH RATES  
FROM 2009-2018)



PER CAPITA GDP  
(GROWTH RATES  
FROM 2009-2018)



COST OF LIVING  
INDEX



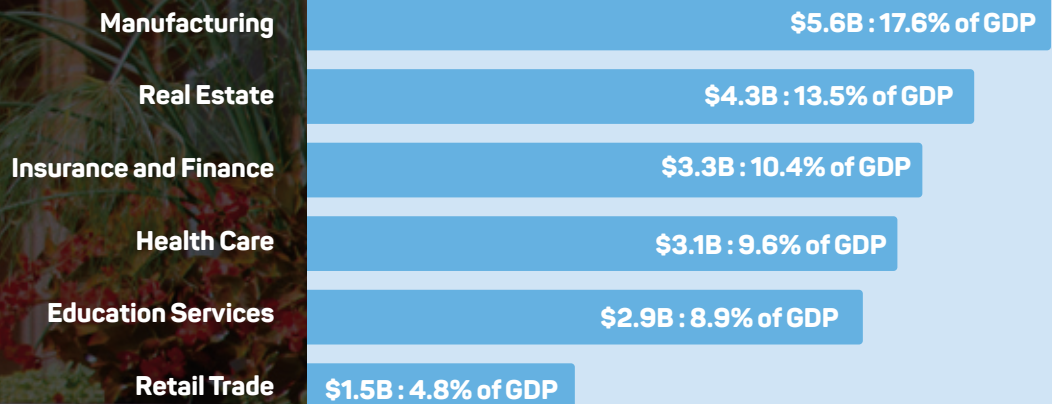
## IOWA CITY – CEDAR RAPIDS DEMOGRAPHICS & ECONOMY



### POPULATION GROWTH EXCEEDS NATIONAL GROWTH

	2018	2009–2018 Population Trend
United States	327,200,000	5.96%
ICR IOWA Region	480,464	8.4%
Cedar Rapids, IA MSA	272,295	6.0%
Iowa City, IA MSA	173,401	14.4%

### ICR IOWA REGIONAL GROSS DOMESTIC PRODUCT BY SECTOR



REGIONAL GROSS DOMESTIC PRODUCT  
**\$31,932,460,000**

## IOWA CITY-CEDAR RAPIDS REGIONAL WORKFORCE OVERVIEW

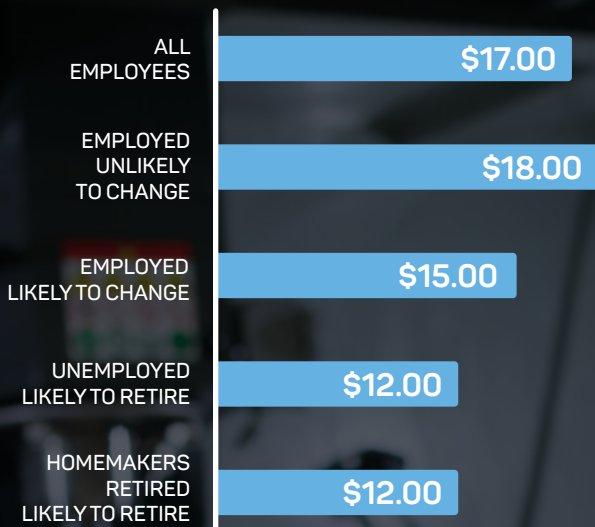
NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
622110	General Medical and Surgical Hospitals	16,777	\$61,315	1.78
611310	Colleges, Universities, and Professional Schools	12,931	\$55,711	2.72
611110	Elementary and Secondary Schools	12,546	\$42,535	0.98
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	8,432	\$160,947	39.95
484121	General Freight Trucking, Long-Distance, Truckload	7,075	\$47,445	7.30
493110	General Warehousing and Storage	2,605	\$37,123	1.54
611710	Educational Support Services	2,595	\$66,010	7.48
524292	Third Party Administration of Insurance and Pension Funds	2,522	\$50,942	7.33
524113	Direct Life Insurance Carriers	2,228	\$102,420	5.79
522110	Commercial Banking	2,135	\$67,195	0.98
311230	Breakfast Cereal Manufacturing	1,764	\$89,137	88.57
541511	Custom Computer Programming Services	1,633	\$94,322	1.03
522220	Sales Financing	1,404	\$73,631	9.48
238222	Nonresidential Plumbing, Heating, and Air-Conditioning Contractors	1,339	\$68,727	1.47
524126	Direct Property and Casualty Insurance Carriers	1,331	\$80,820	1.77
238212	Nonresidential Electrical Contractors and Other Wiring Installation Contractors	1,219	\$66,036	1.16
311221	Wet Corn Milling	994	\$85,631	47.70
518210	Data Processing, Hosting, and Related Services	759	\$105,468	1.32
325620	Toilet Preparation Manufacturing	746	\$57,894	8.19
325414	Biological Product (except Diagnostic) Manufacturing	708	\$91,820	12.43
Total - All Industries		249,684	\$52,679	1.00

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.

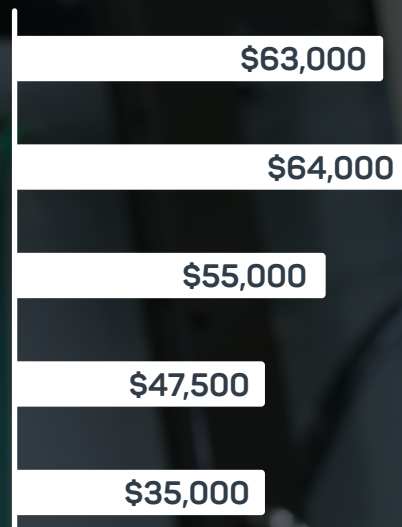


## WORKFORCE

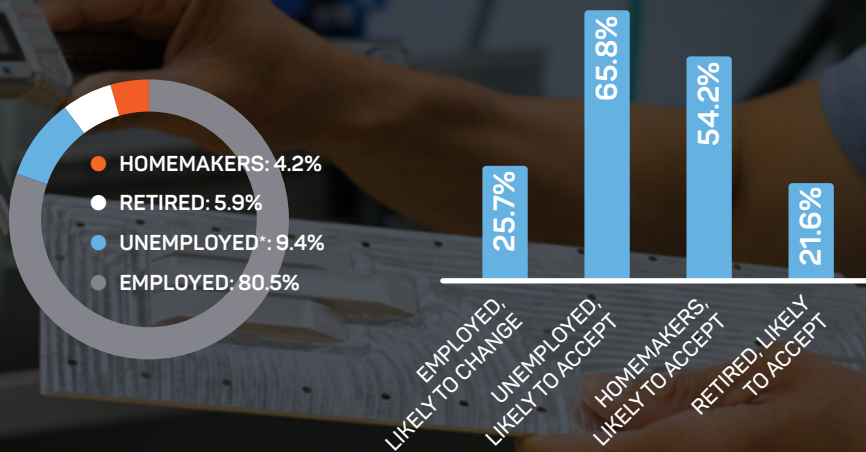
## MEDIAN HOURLY WAGE



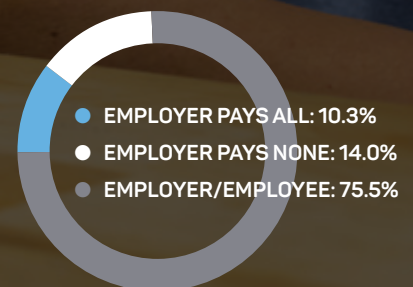
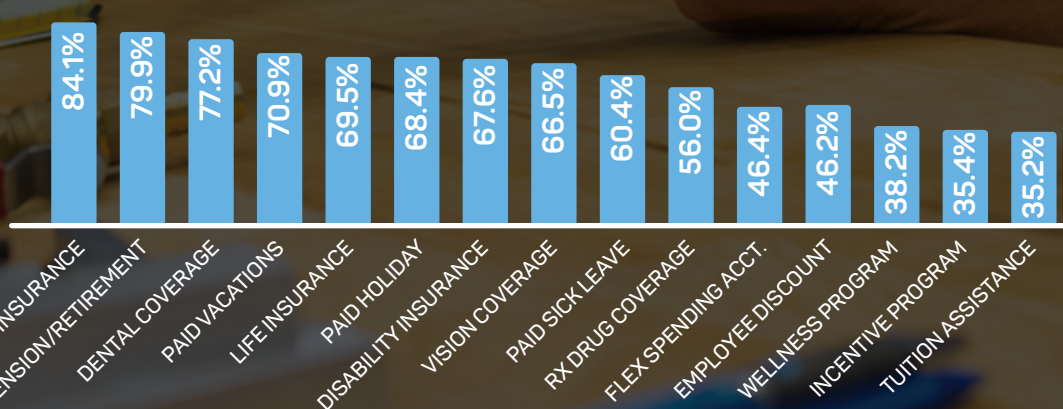
## MEDIAN ANNUAL SALARY

TOTAL ESTIMATED  
LABOR FORCE**726,148**Iowa Workforce Development  
Laborshed Report for ICR IOWA -  
2019 \*\*A Laborshed area is defined by  
its commuting patterns, these  
results were tabulated from 1,980  
ICR IOWA regional workforce  
respondents.

## EMPLOYMENT STATUS AND LIKELINESS TO CHANGE

AVERAGE COMMUTE OF  
THOSE EMPLOYED AND  
LIKELY TO CHANGEMINUTES  
CURRENTLY  
TRAVELINGMILES  
CURRENTLY  
TRAVELING

## TOP CURRENT BENEFITS OFFERED &amp; COST SHARE



AREA COLLEGES AND UNIVERSITIES  
WITHIN A 1 HOUR DRIVE TIME

**IOWA**

**Kirkwood**  
COMMUNITY COLLEGE

 COE COLLEGE.

 Cornell College

**MOUNT  
MERCY**   
UNIVERSITY

Kaplan University

University of Northern  
Iowa

Upper Iowa University

Hawkeye Community  
College

Allen College

Grinnell College

Loras College

Clarke University

University of Dubuque

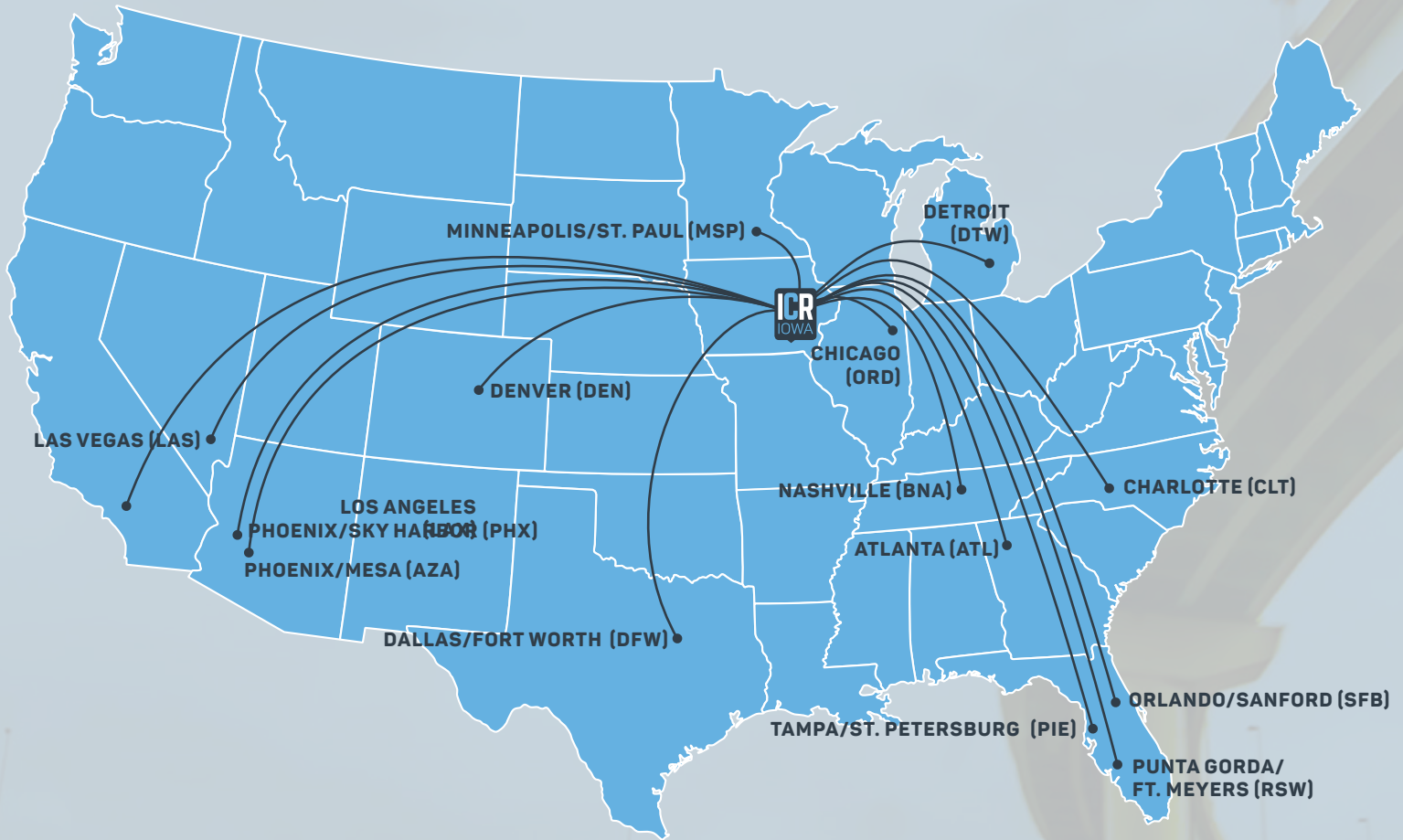
Marshalltown  
Community College



## 2017/18 CEDAR RAPIDS-IOWA CITY ANNUAL GRADUATES

CIP CODE	TITLE	CERTIFICATES AND 2YR AWARDS	4YR AWARDS	POSTGRADUATE AWARDS	TOTAL AWARDS
24.0101	Liberal Arts and Sciences/ Liberal Studies	818	202	0	1,020
52.0201	Business Administration and Management, General	107	73	358	538
51.3801	Registered Nursing/Registered Nurse	157	327	0	484
52.0801	Finance, General	9	381	19	409
52.0213	Organizational Leadership	0	182	122	304
52.1399	Management Sciences and Quantitative Methods, Other	0	132	116	248
52.1401	Marketing/Marketing Management, General	32	170	12	214
52.0301	Accounting	26	144	35	205
51.1201	Medicine	0	0	156	156
52.0701	Entrepreneurship/ Entrepreneurial Studies	0	133	0	133
11.0101	Computer and Information Sciences, General	0	93	32	125
14.1901	Mechanical Engineering	0	109	15	124
14.0501	Bioengineering and Biomedical Engineering	0	99	18	117
51.2001	Pharmacy	0	0	107	107
11.1001	Network and System Administration/Administrator	88	0	0	88
40.0501	Chemistry, General	0	56	27	83
11.0202	Computer Programming, Specific Applications	76	0	0	76
<b>Total - All Industries</b>		<b>2,706</b>	<b>6,997</b>	<b>2,750</b>	<b>12,453</b>

Source: JobsEQ® Data as of the 2017-2018 academic year, related occupation data as of 2019Q4 except wages which are as of 2018.



## U.S. BUREAU OF LABOR STATISTICS

General  
Warehousing  
and Storage is  
**2 times more  
concentrated  
in ICR IOWA  
than average**

General Freight  
Trucking is  
Long Distance is  
**2 times more  
concentrated  
in ICR IOWA  
than average**

Specialized  
Freight  
(except Used  
Goods) Trucking,  
Local is  
**2 times more  
concentrated  
in ICR IOWA  
than average**

53-3032 Heavy  
and Tractor-  
Trailer Truck  
Drivers is  
**2 times more  
concentrated  
in ICR IOWA  
than average**

## LOGISTICS SUPPORT (3PL)

CRST LOGISTICS  
GSTC LOGISTICS  
LTI DELIVERY INC  
MIDWEST 3PL  
MIDWEST REFRIGERATION  
WORLEY



As the home of major manufacturers including Collins Aerospace, Proctor & Gamble, Quaker Oats, and Whirlpool Corporation, Iowa City – Cedar Rapids offers sophisticated intermodal logistics systems that can seamlessly carry your team and products all over the globe.

## KEY BUSINESS ADVANTAGES

Iowa City – Cedar Rapids employs nearly 16,000 people in the transportation industry. With over 6,500 tractor-trailers drivers, and 2,000 material movers, ICR IOWA is well suited to meet your material handling and distribution needs.

## BY ROAD

ICR IOWA is located at the juncture of interstates 80 and 380. Several trucking carriers support regional employers with their transportation service needs:

**CRST**  
**HEARTLAND EXPRESS**  
**MIDWEST 3PL**  
**WESTSIDE TRANSPORT**  
**DON HUMMER TRUCKING**

## BY AIR

**EASTERN IOWA AIRPORT (CID)** in Cedar Rapids, offers 15 nonstop destinations through 5 unique carriers. They serve over 1.3 million passengers annually.

Nonstop Destinations include Atlanta, Charlotte, Chicago, Dallas, Denver, Detroit, Las Vegas, Los Angeles, Minneapolis, Nashville, Orlando, Orlando Sanford, Phoenix-Mesa, Punta Gorda-Ft. Myers, St. Petersburg-Tampa

Air Passenger carriers Includes Allegiant, American, Delta, Frontier, United

Air Cargo carries include FedEx, DHL, UPS

## BY RAIL

**CRANDIC (CEDAR RAPIDS AND IOWA CITY RAILWAY COMPANY)** is a Class III railroad operating 60 miles of main line and more than 40 miles of yard trackage in four east central Iowa counties.

**IOWA NORTHERN** is a Class III railroad operating 163 miles in Iowa between Cedar Rapids in eastern Iowa and Manly in north central Iowa. The railroad connects with CRANDIC.

**IOWA INTERSTATE RAILROAD** is a Class II railroad with a mainline that runs between Chicago and Omaha with a branch line connecting to Peoria, Illinois.

**CANADIAN PACIFIC RAILWAY** is a Class I railroad operating 12,500 miles of track all across Canada and into the United States, serving Minneapolis-St. Paul, Milwaukee, Detroit, Chicago, and New York City in the United States.

**UNION PACIFIC RAILROAD** is a freight hauling railroad that operates 32,100 miles in 23 states west of Chicago and New Orleans. The Union Pacific Railroad system is the largest in the United States

## BY FIBER

Fiber optic broadband networks are available throughout ICR IOWA with speeds up to 10+ gigabits. Commercial network providers include:

**CENTURY LINK**  
**IMON**  
**MEDIACOM**  
**SOUTH SLOPE**  
**UNITE PRIVATE NETWORKS**  
**WINDSTREAM**

Certified sites fill the demand for project-ready industrial sites – making the decision to locate in ICR IOWA easy. There are 5 certified/development ready sites in the Iowa City – Cedar Rapids area ranging from 85 to over 1200 acres.

The State of Iowa's Certified Sites program was designed and implemented by the nationally recognized site selection firm McCallum Sweeney Consulting (MSC), now Qwest Site Solutions. Certification parallels a typical site location process. A credentialed Iowa Certified Site has relevant site-related data and documentation accumulated and is designated as "development-ready".

## STATE OF IOWA CERTIFIED SITE CERTIFICATION REQUIREMENTS

- Documented price and terms to prospective industrial investors
- Zoned appropriately, or the City is willing to consider rezoning applications
- Free of any known rights-of-way, easements, judgments, liens, restrictive covenants, and any other items that might impact the park's developability
- Free of recognized environmental conditions
- Completed Phase I Environmental Site Assessment
- Free of wetlands or be able to be mitigated within 90 days
- Completed Wetland Identification, Delineation, and Classification Report
- Within 5 miles, via truck route, of an interstate or a four-lane highway
- Free of state and federal rare, threatened, and endangered species or be able to be mitigated within 90 days
- No impacts to any federally listed species
- Free of areas of archaeological or historical significance or be able to be mitigated within 90 days
- Compatible soils for industrial development
- IBC Seismic Site Classification Report
- The park is served, or is able to be served within 12 months by rail (with rail served classification)
- Sites are served or can be served with significant electric service within 9 months
- Sites are served or can be served with significant water resources by water infrastructure and a water system with minimum excess capacity
- Sites are served or can be served within nine months by wastewater infrastructure and a wastewater treatment plant with a minimum excess capacity
- DS-1 or T-1 telecommunications infrastructure

### STATE OF IOWA CERTIFIED SITES

**Big Cedar Industrial Center  
Cedar Rapids, Iowa**  
1285 Acre Site, with lots  
available from 75 to 420 acres

**Cedar Rapids Land & Air Super  
Park at the Eastern Iowa  
Airport, Cedar Rapids, Iowa**  
582 Acre Site, with lots  
available from 30-250 acres

**Marion Enterprise Center  
Marion, Iowa**  
165 Acre Site, with 74 acres  
available, with lots available  
from 2.7 to 37 acres

### SITES IN PROCESS FOR CERTIFICATION

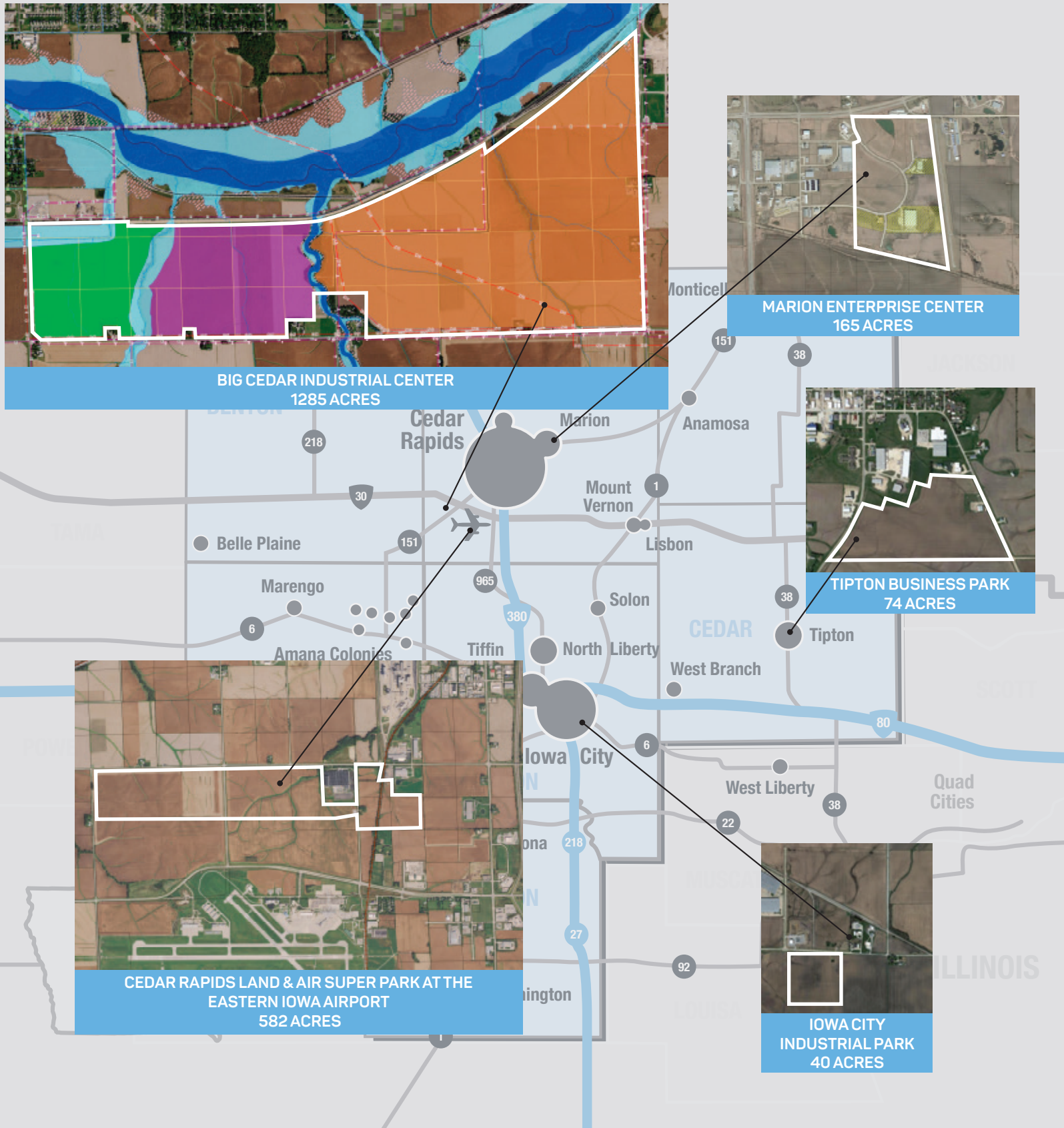
**Tipton Business Park  
Tipton, Iowa**  
85 Acre Site, with adjacent land  
availability for up to 158 acres

### CERTIFIED SHOVEL READY

**Iowa City Industrial Park  
Iowa City, Iowa**  
40 Acre Site, with lots available  
from 10-20 acres



## IOWA CITY – CEDAR RAPIDS CERTIFIED SITES



## IOWA'S HIGH QUALITY JOB PROGRAM

- Investment tax credits, sales tax refunds; 0% loans and/or forgivable loans program off-set costs incurred to locate, expand, or modernize
- Amounts based on project capital investment; the quality of the created jobs, including wage and benefits thresholds; among other criteria
- Typically 3 year performance, 2 year maintenance contracts with Iowa EDA for High Quality Jobs Program

## UNEMPLOYMENT INSURANCE

In 2020 new employer unemployment insurance tax rate is 1% of taxable wages up to a maximum of \$31,600 per person. Half of all Iowa companies have a zero-rate due to good experience ratings.

## RIGHT TO WORK

Iowa has been a "right to work" state since 1947.

## WORKERS COMPENSATION

Iowa's average workers' compensation rates have fallen by 3 percent in 2020, according to the National Council on Compensation Insurance. Rates last year fell 4.7 percent. The NCCI notes that since 2017, Iowa employers have experienced three years of rate reductions, with the 2018 decrease at 9.2%. Iowa employers take great pride in minimize risk and increasing workplace safety, resulting in decreased claims.

## UTILITY REBATES AND EFFICIENCY PROGRAMS

- Custom rebates for all types of high energy efficient equipment and lighting
- free energy design assistance and financial incentives to help offset the cost of implementing energy-efficient strategies

## RISE ROAD FUNDING

Funding for new or improved streets, roads & bridges administered by the Iowa Department of Transportation

## RAIL FUNDING

Funding for new or improved rail infrastructure administered by the Iowa Department of Transportation

## IOWA NEW JOBS TRAINING

- No-cost / reduced-cost job-training program for businesses creating new jobs in Iowa
- Program is funded by the sale of taxable and tax-exempt bonds; repayment is through a diversion of a portion of the new employees' withholding tax
- Program is administered through Kirkwood Community College; recipients can use the training programs offered at Kirkwood or choose to utilize funding resources with company training program
- Up to 50% of the fund can be used for "on the job training" – aka wages

## NEW JOBS TAX CREDIT

- 2020 New Jobs Tax Credit \$1,896 per new job created
- Unused tax credits may be carried forward for up to 10 years

## PROPERTY TAX EXEMPTIONS/REBATES

- 427B Industrial Property Tax Abatement–15% sliding scale/per year over 5 years: 75%, 60%, 45%, 30%, 15%
- Tax Increment – Property taxes rebated or exempted to a company for new real property tax investment and job creation. Typically rebated or abated for a number of years.

## RESEARCH ACTIVITIES TAX CREDIT

- Iowa is one of few states where R&D tax credit is refundable
- Up to 6.5% qualified research and development investment
- Opportunity for supplemental +3% or +10% based on company sales while under HQJP program
- Iowa follows federal R&D requirements



## PROJECT SUCCESSES

COMPANY	YEAR	PROJECT	INDUSTRY CLUSTER	TOTAL CI	NEW JOBS
Bio Springer NA	2020	Expansion	Food Manufacturing	\$29,000,000	5
Cargill - Corn Milling	2020	New Construction	Industrial Biotech	\$6,500,000	–
CellSite Solutions	2020	New Construction	Engineering and Automation	\$6,335,000	16
UPS Cargo Facility	2020	New Construction	Logistics and Distribution	\$32,300,000	–
Worley Warehousing	2020	New Construction	Logistics and Distribution	\$15,600,000	18
Timberline Manufacturing	2019	Expansion	Engineering & Automation	\$12,800,000	36
Cargill - Soybean	2019	Modernization	Industrial Biotech	\$37,600,000	–
Don Hummer Trucking	2019	Modernization	Logistics and Distribution	\$2,000,000	15
Amazon	2019	New Construction	Logistics and Distribution	–	400
Divy Dose	2019	New Construction	Logistics and Distribution	–	5
Eastern Iowa Airport	2019	Expansion	Logistics and Distribution	\$20,000,000	–
Freund-Vector Corp	2019	Expansion	Engineering and Automation	\$1,000,000	5
Future Line LLC	2019	Expansion	Engineering and Automation	\$3,989,500	14
Iowa Fluid Power	2019	Expansion	Engineering and Automation	\$5,750,000	12
Raining Rose	2019	Modernization	Engineering and Automation	\$2,601,475	35
West Side Unlimited C	2019	Expansion	Logistics and Distribution	\$8,000,000	–
Williamsburg Manufacturing	2019	Expansion	Engineering and Automation	\$5,835,909	57

### TAX DESCRIPTION

### BENEFIT IN IOWA

Corporate Income Tax  
Iowa's top rate corporate income tax is 12% after deduction of federal taxes paid

Single-factor, non-unitary tax, based on percentage of total sales in Iowa

Property Tax (machinery & equipment)

No Sales in Iowa = No Iowa Corporate Income Tax

Personal Property Tax

NO Tax

Sales Tax (machinery & equipment)

NO Tax

Inventory Tax

NO Tax

Computers

NO Tax

Pre-Installed Software

NO Tax

Utilities Sales Tax

NO Tax on utilities (electricity/natural gas/steam) used in the manufacturing process

Certified 4-STAR Communities- Iowa City and Cedar Rapids are both Sustainability Tools for Assessing and Rating (STAR) Community Rating System is the nation's leading certification program for community sustainability. The assessment measures 49 benchmarks and 500 objectives in eight categories, including built environment, climate and energy, economy and jobs, education arts and community, equity and empowerment, health and safety, natural systems, and innovation and process.

## RENEWABLE & CARBON FREE ELECTRICAL POWER

# 42%

of Iowa's power comes from wind power

### ALLIANT ENERGY

provides electric and natural gas to nearly 1.4 million customers in Iowa and Wisconsin. The company's mission is to deliver the energy solutions and exceptional service that our customers and communities count on — safely, efficiently and responsibly.

Alliant Energy is  
**31% CARBON-FREE**  
 energy today, and will be  
**42% RENEWABLE**  
 by 2024

### CIPCO

Central Iowa Power Cooperative is Iowa's largest cooperative energy provider that generates and transmits power to its member owners. 7 electric cooperatives serve the ICR IOWA region.

CIPCO is nearly  
**60% CARBON-FREE**  
 today and is reducing its  
 supply of fossil fuel supply  
 to less than a third of its  
 energy supply by 2028

### MIDAMERICAN ENERGY

provides electric and natural gas service to nearly 1.6 million customers in Iowa, Illinois, Nebraska and South Dakota. The company owns and operates a diverse and growing portfolio of power generating assets, as well as an expanding transmission and distribution infrastructure.

MidAmerican Energy is  
**55% CARBON-FREE**  
 energy today, and has a  
 vision for  
**100% RENEWABLE**  
 energy generation



## ADDITIONAL LOCAL INITIATIVES AROUND SUSTAINABILITY

Iowa's carbon dioxide emissions have  
**decreased by 18%**  
since 2008.

Source: U.S. Energy Information Administration

The Eastern Iowa Airport has two initiatives at its  
**2,000-acre farm**  
aimed at stemming nutrient loss that results from farming  
and improving environmental sustainability. The airport has  
converted farmland into prairie strips to reduce nutrient  
runoff and has planted a perennial grass called miscanthus  
to produce an energy crop that will benefit UI research.

**THE 1000 ACRE  
POLLINATOR  
INITIATIVE  
AND MONARCH  
RESEARCH PROJECT**  
are grass roots  
conservation initiatives that  
have grown to include public  
private partnerships that  
aim to restore native prairie  
and pollinator habitat.

**225**  
students are currently  
enrolled in the Sustainability  
Certificate Program at the  
University of Iowa.

The Iowa Watershed Approach is a  
**\$97 million**  
grant focused on flood reduction practices in 4 watersheds  
in ICR IOWA including the Middle Cedar River, Clear Creek,  
English River and Upper Wapsipinicon River

Linn County's Dows Farm  
project and Johnson  
County's New Century Farm  
project both aim to combine  
**MIXED USE  
DEVELOPMENT  
WITH SUSTAINABLE  
FARMING**  
and other sustainable  
principals.

**SOLARIZE JOHNSON  
COUNTY**  
is a group purchasing  
program for residential solar.

## IOWA CITY – CEDAR RAPIDS COMPANIES

**BAZOOKA FARMSTAR** builds agricultural handling systems.

**CENTRO** is the largest custom rotational molder in North America.

**COLLINS AEROSPACE** a Raytheon Technology company, is a leader in aviation and high-integrity solutions for commercial and military customers around the world.

**CRYSTAL GROUP** designs & manufactures rugged, high-reliability computing solutions for military computers & industrial applications.

**GENOVA TECHNOLOGIES** provides software development services to the defense and commercial sectors nationwide.

**INVOLTA** is a national provider of IT intelligence and end-to-end infrastructure, including fiber connectivity, managed services and colocation in enterprise data centers.

**INNOVATIVE SOFTWARE ENGINEERING (ISE)** delivers innovative, end-to-end, scalable IoT and telematics solutions, enterprise mobility applications and tailored software solutions.

**KINZE MANUFACTURING** is the technology leader and innovator of farm equipment including row crop planters and grain auger carts.

**ORAL-B** manufactures a variety of oral hygiene products, including toothbrushes in Iowa City.

**PMX INDUSTRIES** is the leading supplier of high quality copper and copper alloys in North America.

**PROCTER & GAMBLE** is a multinational manufacturer of product ranges including family, personal and household care products.

**SKYWORKS SOLUTIONS** is an American semiconductor company and manufactures semiconductors for use in radio frequency (RF) and mobile communications systems.

**TIMBERLINE** provides electrical contract manufacturing with a specialization in wire harness assembly, control panels and circuit board assembly.

**TRAPEZE** provides transportation software solutions for transit agencies providing fixed route, rail and paratransit transportation.

**WABTEC** designs, manufactures, sells, and supports electronic and electro-pneumatic train control systems.

**WHIRLPOOL** produces a variety of appliance and household goods including French door, bottom out refrigerators in Amana.

## LARGEST EMPLOYERS IN ENGINEERING & AUTOMATION

Collins Aerospace	9,000
Whirlpool	3,300
Kinze Manufacturing	725
Go Daddy	600
Procter & Gamble	600
Oral B	590
Hibu	550
Centro	500
PMX	440
International Paper	356
Raining Rose	335
ALPLA of Iowa	300
Schneider Electric	300

## INSTITUTIONS THAT SUPPORT THIS SECTOR

**UNIVERSITY OF IOWA COLLEGE OF ENGINEERING CENTER FOR COMPUTER-AIDED DESIGN** conducts basic and applied research in modeling and simulation

**IIHR – HYDROSCIENCE & ENGINEERING** is the home of the Iowa Flood Center and the Lucille A. Carver Mississippi Riverside Environmental Research Station.

**NATIONAL ADVANCED DRIVING SIMULATOR** is a self-sustained transportation safety research center.

**DESIGNATED AUTOMATED VEHICLE PROVING GROUND SITES** is one of 10 designated automated vehicle proving ground sites in the nation.

**JONES HALL AT KIRKWOOD COMMUNITY COLLEGE** contains state-of-the-art laboratories that give employers access to students with hands-on, real world experience.



**INDUSTRY SNAPSHOT OF ENGINEERING & AUTOMATION  
INDUSTRY IN 30-MILE RADIUS OF IOWA CITY – CEDAR RAPIDS**

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	8,432	\$160,947	39.95
339994	Broom, Brush, and Mop Manufacturing	575	\$53,352	39.83
331420	Copper Rolling, Drawing, Extruding, and Al-loying	463	\$94,347	10.51
325620	Toilet Preparation Manufacturing	746	\$57,894	8.19
333511	Industrial Mold Manufacturing	228	\$44,280	3.81
333922	Conveyor and Conveying Equipment Manufacturing	202	\$83,301	3.75
335313	Switchgear and Switchboard Apparatus Manufacturing	200	\$104,442	3.58
322211	Corrugated and Solid Fiber Box Manufacturing	540	\$98,615	3.48
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	289	\$67,101	2.86
334419	Other Electronic Component Manufacturing	253	\$101,584	2.59
333318	Other Commercial and Service Industry Machinery Manufacturing	256	\$59,320	2.45
322220	Paper Bag and Coated and Treated Paper Manufacturing	210	\$53,559	2.37
31	Manufacturing	26,437	\$85,683	1.28
	<b>Total - All Industries</b>	<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.

Home to internationally known manufacturers like Collins Aerospace, Whirlpool, P&G, and Oral B, ICR IOWA knows manufacturing! The University of Iowa and Kirkwood Community College in our region provide a talent pipeline to these employers. The National Advanced Driving Simulator (NADS) uses its suite of world-class driving simulators and instrumented vehicles to conduct research studies for the private and public sectors. Based on the research underway at NADS, the U.S. Department of Transportation has named Iowa City - Cedar Rapids as one of 10 designated automated vehicle proving ground sites in the nation.

## IOWA CITY – CEDAR RAPIDS COMPANIES

**AEGON** is a global provider of pensions, insurance, and asset management.

**AUXIANT** provides tools to participants and employers, to promote good health, and reduce health plan expenses.

**BERTHEL FISHER** is a registered investment advisory firm.

**BMO HARRIS** focuses on truck and trailer leasing.

**GEICO** is the second-largest private passenger auto insurance company in the United States.

**GREAT AMERICA FINANCIAL** is a nationwide provider of commercial equipment and technology financing.

**MEDIREVV** is a healthcare revenue cycle management (RCM) and coding company that helps healthcare organizations across the United States improve cash flow and grow revenue.

**TOYOTA FINANCIAL SERVICES (TFS)** is the finance and insurance brand for Toyota in the United States, offering retail auto financing and leasing through Toyota Motor Credit Corporation.

**TRANSAMERICA** is recognized as a leading provider of life insurance, retirement and investment solutions.

**TRUE NORTH** is an entrepreneurial insurance and financial strategies firm focused on providing integrated solutions to clients.

**UNITED FIRE GROUP** is in the business of writing property and casualty insurance and life insurance and selling annuities.

**VSPEC** is a national vehicle claims specialist.

**WELLS FARGO FINANCIAL SERVICES** is a diversified, community-based financial services company with leasing operations in Cedar Rapids.

## INSTITUTIONS THAT SUPPORT THIS SECTOR

**VAUGHAN INSTITUTE OF RISK MANAGEMENT AT THE UNIVERSITY OF IOWA** offers undergraduate students a Certificate in Risk Management and Insurance. The purpose of the RMI Certificate Program is to prepare University of Iowa students regardless of their chosen major for positions in risk management and/or insurance. It is a Global Centers of Insurance Excellence.

**CENTER OF ACTUARIAL EXCELLENCE AT THE UNIVERSITY OF IOWA** is one of only two in the U.S. that are over 100 years old. In 2010, it was one of the first to be certified as a Center of Actuarial Excellence (CAE) by the Society of Actuaries (SOA), after a detailed review process involving curriculum, faculty composition, graduate quality, connection to industry, and re-search/scholarship.

## LARGEST EMPLOYERS IN INSURANCE & FINANCE

Aegon/TransAmerica	2500
Tata Consultancy Services	925
Toyota Financial Services	690
MediRevv	665
UFG Insurance	600
GreatAmerica Financial Services	600
GEICO	492
Sedgwick	400
Wells Fargo	300
Bank of Montreal	220
True North	200
Mercer	185

## U.S. BUREAU OF LABOR STATISTICS

Iowa's insurance industry output as a percent of gross domestic product ranks **second among the 50 states**.  
(U.S. Bureau of Economic Analysis, 2018)

Sales Financing is **9.5 times more concentrated** in ICR IOWA than average

Iowa does not charge **premium taxes** on sales of annuities or qualified life insurance plans.

Iowa does not assess **any additional surtaxes** or income taxes on insurance carriers.



**INDUSTRY/OCCUPATION MIX FOR FINANCE & INSURANCE IN  
 30-MILE RADIUS OF IOWA CITY – CEDAR RAPIDS**

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
524292	Third Party Administration of Insurance and Pension Funds	2,522	\$50,942	7.33
524113	Direct Life Insurance Carriers	2,228	\$102,420	5.79
522110	Commercial Banking	2,135	\$67,195	0.98
522220	Sales Financing	1,404	\$73,631	9.48
524126	Direct Property and Casualty Insurance Carriers	1,331	\$80,820	1.77
524210	Insurance Agencies and Brokerages	1,267	\$68,054	0.87
522130	Credit Unions	658	\$59,997	1.50
523120	Securities Brokerage	292	\$113,053	0.65
523930	Investment Advice	164	\$105,450	0.48
524128	Other Direct Insurance (except Life, Health, and Medical) Carriers	123	\$78,206	3.40
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	114	\$50,077	0.56
523920	Portfolio Management	105	\$126,896	0.27
524114	Direct Health and Medical Insurance Carriers	83	\$63,503	0.13
524291	Claims Adjusting	74	\$90,496	0.63
524298	All Other Insurance Related Activities	59	\$89,515	0.38
52	Finance and Insurance	12,833	\$72,578	1.30
	<b>Total - All Industries</b>	<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Iowa is a national leader in the insurance industry and Iowa City - Cedar Rapids is home to a large concentration of employers in this cluster. Iowa's insurance-friendly tax environment and the thousands of professionals graduating from the University of Iowa and other ICR Iowa colleges have created an environment where this industry has naturally grown and flourished. Today, there are a dozen large insurance employers and nearly 13,000 insurance professionals employed in this industry in our region.

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.

## IOWA CITY – CEDAR RAPIDS COMPANIES

**ARCHER DANIELS MIDLAND (ADM)** is an American global food processing and commodities trading corporation. The company's corn wet and dry mills produce sweeteners and starches, animal feeds, and ethanol.

**BIOSPRINGER NORTH AMERICA** develops and manufactures clean-label, savory yeast extracts for the food industry.

**CARGILL** is an international producer and distributor of agricultural products such as sugar, refined oil, chocolate and turkey.

**COLE'S QUALITY FOODS** is one of America's leading manufacturers of frozen garlic bread and toast.

**DIAMOND V** manufactures natural yeast culture products to improve animal nutrition and health around the world.

**DUPONT INDUSTRIAL BIOSCIENCES** is a global leader in industrial biotechnology. The company develops and markets enzymes to a variety of industries.

**FRONTIER CO-OP** is a cooperatively owned wholesaler of natural and organic products.

**GENERAL MILLS** manufactures and markets of branded consumer foods. Their Cedar Rapids location produces breakfast cereals, fruit snacks, and other food products.

**INGREDION** makes sweeteners, starches, nutrition ingredients and biomaterials used in products from foods and beverages to paper and pharmaceuticals.

**J. RETTENMAIER & SÖHNE** researches, develops, and processes organic fibers derived from vegetable raw materials.

**JM SWANK** is a national, full-line food ingredient distributor with 60 years of expertise in sourcing, distribution and logistics.

**KALONA SUPERNATURAL** offers organic, minimally-processed and non-homogenized products including organic milk, yogurt, cottage cheese, and butter.

**KRAFT HEINZ** is a \$100 billion packaged foods maker best known for its condiments. The company manufactures soups in Cedar Rapids.

**LESAFFRE YEAST CORPORATION** designs, manufactures and markets innovative solutions for Baking, Food taste & pleasure, Health care and Biotechnology.

**MARION PROCESS SOLUTIONS** manufactures industrial mixers and blenders, as well as microwave drying systems.

**MONTCHEVRE** is the leading goat cheese manufacturer in the US.

**OPEN GATES GROUP** supports the operations of a family of companies in Kalona, Iowa: Awesome Logistics, Awesome Refrigerated Transit of Iowa, Farmers Creamery, Frytown Warehouse & Distribution, Kalona Creamery, Kalona Farms, Kalona Organics, and Provision Ingredients.

**QUAKER OATS** is an American food conglomerate. Its Cedar Rapids location produces a hot and cold cereal products and dozens of food products.

**RED STAR YEAST** is a joint venture of Lesaffre and Archer Daniels Midland Company, produces yeast products.

**REINHARDT FOODSERVICE** is one of the country's largest independent distributors serving restaurants/chains, schools, healthcare, and the military.

**TREEHOUSE FOODS** provides private label food and beverage offerings to retail grocery and food away from home customers across North America.

**UNITED NATURAL FOODS, INC.** is a distributor of natural and organic foods, specialty foods, and related products in the United States

**INDUSTRY/OCCUPATION MIX FOR FOOD MANUFACTURING  
IN 30-MILE RADIUS OF IOWA CITY – CEDAR RAPIDS**

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
311230	Breakfast Cereal Manufacturing	1,764	\$89,137	88.57
311221	Wet Corn Milling	994	\$85,631	47.70
311942	Spice and Extract Manufacturing	380	\$48,941	9.40
311999	All Other Miscellaneous Food Manufacturing	232	\$65,461	4.02
311119	Other Animal Food Manufacturing	227	\$58,521	3.98
311412	Frozen Specialty Food Manufacturing	175	\$83,812	1.81
311811	Retail Bakeries	148	\$10,895	0.95
311224	Soybean and Other Oilseed Processing	137	\$74,752	9.94
311812	Commercial Bakeries	104	\$29,888	0.47
311	Food Manufacturing	4,446	\$74,658	1.70
	<b>Total - All Industries</b>	<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.

**LARGEST EMPLOYERS IN FOOD /  
BIOPROCESSING**

Quaker Foods & Snacks	975
General Mills	650
Frontier Co-op	540
ADM – Corn	411
Cargill, Inc.	325
Kraft Heinz	200
DuPont Industrial Biosciences	200
Ingredion	200
United Natural Foods	200
Lesaffre Yeast Corp	200
Treehouse Foods	163
Diamond V	125

Iowa City - Cedar Rapids is a national leader in food and food ingredient production. Our roots in agriculture has delivered everything from breakfast cereal and baker's yeast to organic spices, breads and cheeses. Global companies and start-ups take advantage of our region's access to raw materials, infrastructure, research and innovation. Our region has the talent, suppliers, service companies, educational institutions and reputation to deliver results. Robust utilities, plentiful natural resources, responsible and fair permitting processes ensure we are ready to go to work with you to site your facility.



## INSTITUTIONS THAT SUPPORT THIS SECTOR

**ESCO GROUP** provides electrical construction and engineering, plant automation, safety training, and arc flash services

**FLUID QUIP** provides separation and grinding equipment for the corn wet milling industry.

**MODERN PIPING** provides superior commercial and industrial plumbing.

**VAN METER** distributes automation, electrical, datacomm, lighting, power transmission, and utility supplies

**U OF I CENTER FOR BIOCATALYSIS AND BIORENEWABLES'** goal is to reshape the agricultural, chemical, nutritional, and pharmaceutical industries by combining the intellectual talents of top scientific faculty with the practical delivery of new technologies.

**JONES HALL AT KIRKWOOD COMMUNITY COLLEGE** contains state-of-the-art laboratories that give employers access to students with hands-on, real world experience.

## THE FOOD AND INGREDIENT INDUSTRY IN IOWA IS THRIVING

Iowa is home to **31 of the largest 100 food manufacturers/processors**. (*Food Processing Magazine*, 2017)

Iowa is home to the **largest cereal mill** (Quaker Oats) and **largest caramel color plant** (Sethness) in the world and the **largest spice plant** (Tone's) in North America. (IOWA ECONOMIC DEVELOPMENT AUTHORITY)

**23%** of Iowa's manufacturing GDP comes from the food processing industry. In 2016, Iowa's food industry invested over **\$827 million in capital investment** to expand operations. (Bureau of Economic Analysis, 2016 and U.S. Census, 2016)

More than **1,200 Iowa food processors** generate more than **\$36 billion worth of food products** annually. (Dunn & Bradstreet Database, 2019 and U.S. Census, 2016)

Iowa's manufactured exports have grown by more than **58%** over the last ten years. (Global Trade Information Service, 2018)

## INDUSTRY/OCCUPATION MIX FOR CHEMICAL MANUFACTURING IN 30-MILE RADIUS OF IOWA CITY – CEDAR RAPIDS

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
325620	Toilet Preparation Manufacturing	746	\$57,894	8.19
325414	Biological Product (except Diagnostic) Manufacturing	708	\$91,820	12.43
325199	All Other Basic Organic Chemical Manufacturing	259	\$134,783	4.12
325411	Medicinal and Botanical Manufacturing	115	\$152,021	2.30
325320	Pesticide and Other Agricultural Chemical Manufacturing	64	\$123,789	3.05
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	55	\$48,168	0.86
325611	Soap and Other Detergent Manufacturing	23	\$83,868	0.52
325120	Industrial Gas Manufacturing	18	\$170,460	0.61
325	Chemical Manufacturing	2,040	\$64,657	1.51
311	Food Manufacturing	4,446	\$74,658	1.70
<b>Total - All Industries</b>		<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.

**INDUSTRY/OCCUPATION MIX FOR  
AGRICULTURE IN 30-MILE RADIUS OF  
IOWA CITY – CEDAR RAPIDS**

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
112000	Animal Production (Proprietors)	1,534	\$69,053	2.11
111000	Crop Production (Proprietors)	453	\$51,264	1.04
112210	Hog and Pig Farming	360	\$48,749	7.42
111191	Oilseed and Grain Combination Farming	120	\$39,977	4.46
112120	Dairy Cattle and Milk Production	119	\$30,129	0.71
115112	Soil Preparation, Planting, and Cultivating	90	\$32,554	1.27
111150	Corn Farming	79	\$35,345	2.79
115210	Support Activities for Animal Production	69	\$31,647	0.79
115116	Farm Management Services	48	\$41,959	1.29
112310	Chicken Egg Production	42	\$42,355	1.20
112112	Cattle Feedlots	40	\$47,443	1.73
111421	Nursery and Tree Production	39	\$32,218	0.31
112111	Beef Cattle Ranching and Farming	25	\$36,925	0.41
11	Agriculture, Forestry, Fishing and Hunting	3,143	\$56,032	0.95
<b>Total - All Industries</b>		<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.



**#1**

**IN CORN PRODUCTION**

Iowa produces 2.51 billion bushels per year, or 18.9% of the total U.S. production



**#1**

**IN PORK PRODUCTION**

Iowa raises 49.1 million head per year, or 28.7% of the total U.S. production



**#1**

**IN EGG PRODUCTION**

Iowa produces 16 billion eggs per year, or 15.1% of the total U.S. production



**#2**

**IN SOYBEAN PRODUCTION**

Iowa produces 565 million bushels per year, or 12.4% of the total U.S. production



**#2**

**IN RED MEAT PRODUCTION**

Iowa produces 7.2 billion pounds per year, or 13.9% of the total U.S. production

# FOOD/BIOPROCESSING

## FOOD SUPPLIERS

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### ICR IOWA FOOD INGREDIENTS

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**AB Mauri North America Bakery**

Ingredients and mixes  
1000 Wenig Rd NE, Cedar Rapids, IA 52402

**Archer Daniels Midland Company (ADM)**

Corn syrup and ethanol  
1350 Waconia Ave SW, Cedar Rapids, IA 52404

**Biospringer North America Corp.**

Yeast extracts  
950 60th Ave SW, Cedar Rapids, IA 52404

**Cargill Corn**

Starch, soy starch and corn meal  
1710 16th St SE, Cedar Rapids, IA 52401

**Ingredion Inc.**

Corn starch  
1st St SW, Cedar Rapids, IA 52404

**J. Rettenmaier USA**

Oat and soy fibers  
725 41st Ave Dr SW, Cedar Rapids, IA 52404

**JM Swank**

Food ingredient supplier  
North Liberty, IA

**Red Star Yeast Co. LLC (Lesaffre)**

Compressed and cream yeast  
950 60th Ave SW, Cedar Rapids, IA 52404

**Farmers All Natural Creamery**

Dairy products  
Washington, IA

**Frontier Co-op**

Organic seasonings, herbs, and teas  
Norway, IA

### ICR IOWA PACKAGING

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**CBB**

Food packaging  
1905 N Center Point Rd, Hiawatha, IA 52233

**ELPLAST**

Zip-close food packaging  
795 Enterprise Drive, Marion, IA 52302

**International Paper**

Corrugated boxes  
920 Shaver Rd NE, Cedar Rapids, IA 52402

**International Paper**

Waste paper recycling mill  
4600 C St SW, Cedar Rapids, IA 52404

**WestRock**

Corrugated boxes  
1601 Blairs Ferry Rd NE, Cedar Rapids, IA 52402

### ICR IOWA 3PL

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**Worley Warehouse**

3110 Prairie Valley Ct SW, Cedar Rapids, IA 52404

**Midwest Refrigerated Services**

3055 Prairie Valley Ct SW, Cedar Rapids, IA 52404

**Midwest 3PL**

308 29th St NE, Cedar Rapids, IA 52402

**GSTC LOGISTICS**

1100 Commercial Dr., Walford, IA 52351



## COMPANIES WITH INTERNATIONAL OWNERSHIP IN ICR IOWA

COMPANY		OWNERSHIP	PRODUCTS/SERVICES	EMPL.
AEGON USA www.aegon.com		AEGON N.V. The Hague, Netherlands	Administration of insurance, pension, savings, and investment products	2,500
Pearson www.pearson.com		Pearson PLC London, United Kingdom	Develop and process student assessment materials	930
TCS www.tcs.com		Tata Group Mumbai, India	Insurance and claims processing	925
Toyota Financial Services www.toyotafinancial.com		Toyota Motor Sales, Inc Toyota City, Japan	Provide insurance, credit and financial services	690
Hibu www.hibu.com		Yell Group Berkshire, United Kingdom	Design and market telephone directories	550
PMX Industries www.ipmx.com		Poongsan Corporation Seoul, Korea	Manufacture copper, brass, bronze and nickel	440
Alpla Werke Alwin Lehner www.alpla.com		Alpla Inc. GmbH & Co Hard, Austria	Manufacture plastic bottles	300
Schneider Electric www.groupe-schneider.com		Schneider Electric SA Paris, France	Design and manufacturer circuit breakers	300
Lesaffre www.redstaryeast.com		Lesaffre et Cie Lille, France	Manufacture bakery cream yeast and compressed yeast	200
Loparex Inc. www.loparex.com		ABN AMRO Holdings NV Amsterdam, The Netherlands	Manufacture paper and film release liners	190
Evergreen Packaging, Inc. www.evergreenpackaging.com		Carter Holt Harvey, Ltd. Auckland, New Zealand	Manufacture equipment used to fill wax containers in the beverage industry	170
ACP, Inc. www.amanacommercial.com		Ali SpA Milano, Italy	Design and manufacture commercial microwave ovens	145
Freund-Vector Corporation www.freund-vector.com		Freund Industrial Co., Ltd. Tokyo, Japan	Manufacture automated coating, granulating and drying process equipment	125
Trapeze ITS www.trapezesoftware.com		Trapeze Group Inc. Ontario, Canada	Design and produce intelligent transportation systems	100
American Profol INC. www.profolgroup.com		Profol Kunststoffe GmbH Halfing, Germany	Manufacture polypropylene film	80
JRS Pharma LP www.jrs.de		J. Rettenmaier & Söhne GmbH & Co. Holzmühle, Germany	Manufacture microcrystalline cellulose	87
Twin City Optical www.twin-city-optical.com		Essilor International Paris, France	Manufacture eyeglasses	25
RUD Chain Inc. www.rudchain.com		RUD-Kettenfabrik Rieger & Dietz GmbH Aalen, Germany	Assemble tire chains, lifting chains, conveyor chains, mining chains and accessories	17
ELPLAST USA www.elplasteurope.com		Elplast Zory, Poland	Food packaging	15
Nordex www.nordex-online.com/en		Nordex Hamburg, Germany	Assemble wind turbines	15

## IOWA CITY – CEDAR RAPIDS COMPANIES

**BEHAVIORAL DIAGNOSTICS** helps identify, manage, and even prevent substance abuse.

**CELLULAR ENGINEERING TECHNOLOGIES** makes healthcare, drug discovery and the biomanufacturing process quicker, less expensive, more personalized, innovative and regenerative through the use of socially responsible cells.

**CIVCO MEDICAL SOLUTIONS** offers a broad range of solutions and products for radiology, regional anesthesia, vascular access, men's and women's health, cardiology, infection control, and surgery, primarily focusing on the use of ultrasound.

**COMPLEWARE** pairs clinical software with integrated service solutions to streamline clinical trials through to completion.

**CORVIDA MEDICAL** provides innovative technologies that optimize the safe handling of hazardous medications.

**DIVVYDOSE** is a full-service pharmacy, which delivers pre-sorted prescriptions in pre-sorted packs, directly to consumers.

**EMMYON** discovers and develops small molecules that improve muscle mass, strength, exercise capacity and metabolism for growing markets including sports nutrition, healthy aging, muscle atrophy, obesity, diabetes, and animal health.

**FREUND VECTOR** designs, manufactures and markets processing equipment and services for the processing of powders, particles, beads, pellets, tablets and other solid materials/forms to the pharmaceutical, nutritional, food, confectionery, chemical, powdered metals, automotive and pyrotechnics industries.

**IDX** is an AI diagnostic system that autonomously analyzes images of the retina for signs of diabetic retinopathy. The company developed the first ever autonomous AI system cleared by the United States Food and Drug Administration to provide a diagnostic decision.

**INTEGRATED DNA TECHNOLOGIES (IDT)** develops, manufactures, and markets nucleic acid products for the life sciences industry in the areas of academic and commercial research, agriculture, medical diagnostics, and pharmaceutical development.

**JONES MICROBIOLOGY INSTITUTE** premier microbiology laboratory supporting companies in their development of antimicrobials.

**JRS PHARMA** is a leading manufacturer of excipients, offering a complete portfolio of solutions for the global health science industry.

**KEMPHARM** utilizes technology to create products that are new molecules to improve one or more of the attributes of approved drugs, such as susceptibility to abuse, bioavailability and safety.

**TELEPHARM** provides telepharmacy software that enables remote prescription verification and live-video counseling with patients.

**TERPENOID THERAPEUTICS** is focused on anti-cancer therapeutics. They use the platform of terpene chemistry to develop candidate drug molecules.

**VERTEX PHARMACEUTICALS** medical research to create transformative medicines for people with serious and genetic diseases, like cystic fibrosis.

**VIEWPOINT MOLECULAR TARGETING** develops pharmaceutical drugs for diagnostic imaging and therapy for cancer, with a focus on metastatic melanoma.

**VOXELLO** provides services and devices to help hospitals improve their standard of care through better communication with disabled patients.

# BIOTECHNOLOGY/MEDICAL TECHNOLOGY

## INDUSTRY/OCCUPATION MIX FOR HEALTH CARE & SOCIAL ASSISTANCE IN 30-MILE RADIUS OF IOWA CITY – CEDAR RAPIDS

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
622110	General Medical and Surgical Hospitals	16,777	\$61,315	1.78
622111	Offices of Physicians (except Mental Health)	2,995	\$100,897	0.70
623110	Nursing Care Facilities (Skilled Nursing Facilities)	1,906	\$30,786	0.73
325414	Biological Product (except Diagnostic) Manufacturing	708	\$91,820	12.43
541990	All Other Professional, Scientific, and Technical Services	319	\$45,675	0.49
325199	All Other Basic Organic Chemical Manufacturing	259	\$134,783	4.12
621511	Medical Laboratories	214	\$43,319	0.65
339116	Dental Laboratories	194	\$40,122	2.50
541519	Other Computer Related Services	135	\$85,018	0.70
621112	Offices of Physicians, Mental Health Specialists	132	\$86,424	1.11
325411	Medicinal and Botanical Manufacturing	115	\$152,021	2.30
541714	Research and Development in Biotechnology (except Nanobiotechnology)	107	\$99,623	0.32
541690	Other Scientific and Technical Consulting Services	96	\$60,682	0.26
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	94	\$79,690	0.13
54	Professional, Scientific, and Technical Services	9,336	\$68,622	0.55
52	Finance and Insurance	12,833	\$72,578	1.30
	<b>Total - All Industries</b>	<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Driven by the Innovation at the University of Iowa, biotechnology and pharmaceutical companies continue to thrive in Iowa City and Cedar Rapids. Propelled by research centers and our talent pool, companies like Integrated DNA Technologies, IDX, and Civco Medical Solutions are at the forefront of biomedical Innovation and Invention.

Home to the University of Iowa Hospitals and Clinics, the Iowa Children's Hospital, and three other large medical centers, the region has become a place where innovation in medical technology is flourishing.

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.



## INSTITUTIONS THAT SUPPORT THIS SECTOR

**UNIVERSITY OF IOWA PHARMACEUTICAL DEVELOPMENT CONSORTIUM (UIPDC)** stands alone as the only comprehensive university-based drug manufacturing lab in the country registered with the FDA. Its scientists develop, test, and manufacture drugs in a variety of forms and for various purposes, but with one common goal: to relieve human suffering. Pharmaceuticals handles approximately 40 clients each year, including lone innovative researchers, NASDAQ and New York Stock Exchange-traded companies, government agencies, and other research institutions. Each year, the division produces more than 120 batches of pharmaceutical products. Most big-name manufacturers churn out mass quantities of one drug on their production lines, but that's not the case at Iowa. Instead, lab staff produces a range of medicines in all phases of drug development—from initial testing in humans to commercial production.

**MEDQUARTER CEDAR RAPIDS** is a revitalization partnership committed to promoting a dynamic urban medical community to improve quality of life and advocate for new businesses and jobs in a defined medical district. Established in 2011, the MedQuarter supports a 55-square-block area in downtown Cedar Rapids anchored by Mercy Medical Center and UnityPoint Health – St. Luke's Hospital.

**UNIVERSITY OF IOWA BIOVENTURES CENTER**, located in the University of Iowa's Research Park, provides innovation space including wet lab and office space for life science companies.

**UNIVERSITY OF IOWA CARVER COLLEGE OF MEDICINE** is a highly ranked medical school where students learn to become accomplished clinicians and top-flight researchers and educators. Researchers in the College's over 280 laboratories are served by state-of-the-art core research facilities and research support facilities. Much of the research conducted is interdisciplinary and collaborations are fostered and coordinated through major research centers, institutes and programs. Many faculty members are internationally renowned for their research. Two faculty members are Howard Hughes Institute Investigators, 12 are members of the Institute of Medicine and two are members of the National Academy of Sciences. The UI Carver College of Medicine is proud to be the home of a number of specialized centers of care and research including the Iowa Institute for Biomedical Imaging.

**UNIVERSITY OF IOWA CENTER FOR BIOCATALYSIS AND BIOPROCESSING** has been combining first-class scientific faculty with cutting-edge facilities to reshape and define new technologies for chemical, pharmaceutical, nutritional and agrochemical industries for over 20 years. Located in the University's Oakdale Research Park, their facility of 50 faculty and more than 300 researchers has continued to dedicate themselves to education, research, and technology transfer related to biocatalysis and bioprocessing. Over the past two decades their scientists have routinely made significant contributions to the advancement of science while working with industrial, governmental, and academic clients. Their principal areas of study include biocatalyst fundamental properties, bioremediation, bioprocessing, new biocatalyst discovery, novel biocatalyst applications, biosensing technology, and reactive agent development.

**UNIVERSITY OF IOWA COLLEGE OF ENGINEERING** has five departments and four research units. The Department of Biomedical Engineering, Department of Chemical and Biochemical Engineering, Department of Civil and Environmental Engineering, Department of Electrical and Computer Engineering, and Department of Mechanical and Industrial Engineering offer a total of seven undergraduate programs of study and six advanced degrees in biomedical, chemical, computer science, civil, electrical, industrial, and mechanical engineering fields. The research units are the Center for Bioinformatics and Computational Biology, the Center for Computer-Aided Design, the Iowa Institute for Biomedical Imaging, and IIHR—Hydroscience and Engineering.

**UNIVERSITY OF IOWA COLLEGE OF PHARMACY** offers one of the most acclaimed and sought after educational experiences in the country. Graduate programs are offered in clinical pharmacy, pharmaceuticals, medicinal and natural products chemistry or pharmaceutical socioeconomics.

**CENTER FOR BIOINFORMATICS AND COMPUTATIONAL BIOLOGY** is a high-performance computational and informational resource to help researchers learn about genetic basis of human disease and other biomedical phenomena. Also enables interdisciplinary research in basic life sciences and applied medicine.

**IOWA INSTITUTE FOR BIOMEDICAL IMAGING** aims to foster multidisciplinary and cross-college research and discovery in biomedical imaging and image analysis, and improve training and education.

## BIOTECHNOLOGY/MEDICAL TECHNOLOGY

**U.S. BUREAU OF  
LABOR STATISTICS**

Biological Product  
Manufacturing is **12 times more  
concentrated** in ICR IOWA than  
average

Organic Chemical  
Manufacturing is **4 times more  
concentrated** in ICR IOWA than  
average

Medicinal and Botanical  
Manufacturing is **4 times more  
concentrated** in ICR IOWA than  
average

**LARGEST EMPLOYERS IN  
BIOTECHNOLOGY/MEDICINE**

University of Iowa Hospitals and Clinics	13,000
St. Luke's Hospital	2,800
Mercy Cedar Rapids	2,140
Iowa City VA Health Care System	1,562
Mercy Iowa City	900
Integrated DNA Technologies	816
Physicians Clinic of Iowa	500
CIVCO Medical Instruments	150

## IOWA CITY – CEDAR RAPIDS COMPANIES

**ACT** is a national leader in college and career readiness, providing high-quality assessments grounded in nearly 60 years of research.

**COLLEGE RAPTOR** provides side-by-side comparisons of estimated financial aid packages along with simplified campus match scores and admission chances for families and students selecting colleges.

**HLT** uses today's latest technology to deliver engaging study apps for students of all types.

**LEEPFROG TECHNOLOGIES** builds catalog, curriculum and section scheduling management software for higher education institutions.

**PEAR DECK** brings interactive, engaging slide presentations to classrooms for real-time formative assessments, discussions and enhanced understanding.

**PEARSON** partners with educators to develop new personalized ways of learning through effective, scalable assessments that measure 21st century skills and inform instruction for all learners.

**RUFFALO NOEL LEVITZ** partners with colleges and nonprofit organizations to help them enroll their classes, graduate their students, and engage their donors.

**STAMATS** offers a comprehensive array of innovative products for higher education marketing.

**VOXELLO** provides services and devices to help hospitals improve their standard of care through better communication with disabled patients.

## UNIVERSITY ASSISTANCE

**CENTER FOR ADVANCED STUDIES IN MEASUREMENT AND ASSESSMENT** pursues research-based initiatives that lead to advancements in the methodology and practice of educational measurement and assessment. The University of Iowa has a long tradition and international reputation in the field of educational measurement.

**CENTER FOR EVALUATION AND ASSESSMENT** is housed in the College of Education at the University of Iowa and conducts multiple forms of program evaluation in collaboration with colleges, universities, and school systems throughout the United States. Program evaluators do formative and summative work, utilizing a variety of methodologies to meet the needs of project stakeholders.

## IOWA EDTECH ACCELERATOR

In 2020 the Iowa EdTech Accelerator was unveiled. This intensive, highly focused 14-week program aims to propel early stage pre- or early-revenue companies in Iowa. The first cohort consists of 5 Iowa start-up companies.

The Iowa EdTech Accelerator Provides:

- **Seed Capital For pre-revenue companies:** \$25k in initial capital and potentially an additional \$75k if milestones are met; for revenue-generating companies, negotiable terms for capital from \$25k to \$1 million
- **Coaching:** Weekly sessions with experienced entrepreneurial leaders;
- **Education:** Workshops on everything from budgeting & financial modeling, sales & marketing; raising capital, and more;
- **Mentoring:** Access to an extensive mentor pool of experienced founders and industry experts;
- **\$1 million worth of software and other perks:** including AWS and Google Cloud credits, massive discounts on CRM systems like Hubspot and Pipedrive, payroll software like Gusto, email systems like Sendgrid and payment processing via Stripe;
- **Technical services:** Hardware prototyping support in our labs and software prototyping support.

Iowa EdTech Accelerator is a collaborative project led by NewBoCo, with partners including:

- ACT and ACTNext
- Higher Learning Technologies
- Iowa City Area Development Group
- Iowa Economic Development Authority
- The University of Iowa



## LARGEST EMPLOYERS IN EDUCATIONAL TECHNOLOGY & SERVICES

ACT	1100
Pearson Educational Measurement	930
Ruffalo Noel Levitz	200
Leepfrog Technologies	110
Higher Learning Technologies	60
Pear Deck	45



# IOWA CITY – CEDAR RAPIDS

## EDUCATIONAL TECHNOLOGY & SERVICES

### INDUSTRY/OCCUPATION MIX FOR EDUCATIONAL SERVICES IN 30-MILE RADIUS OF IOWA CITY – CEDAR RAPIDS

NAICS	INDUSTRY	EMPLOYMENT	CURRENT AVG. ANN. WAGES	LQ
611310	Colleges, Universities, and Professional Schools	12,931	\$55,711	2.72
611710	Educational Support Services	2,595	\$66,010	7.48
611210	Junior Colleges	2,196	\$40,129	2.08
541511	Custom Computer Programming Services	1,633	\$94,322	1.03
541512	Computer Systems Design Services	757	\$68,530	0.45
541990	All Other Professional, Scientific, and Technical Services	319	\$45,675	0.49
541519	Other Computer Related Services	135	\$85,018	0.70
611430	Professional and Management Development Training	123	\$72,064	1.07
611691	Exam Preparation and Tutoring	105	\$16,606	0.56
541690	Other Scientific and Technical Consulting Services	96	\$60,682	0.26
611519	Other Technical and Trade Schools	49	\$37,236	0.35
611420	Computer Training	47	\$87,096	1.29
611513	Apprenticeship Training	33	\$50,590	1.00
	<b>Total - All Industries</b>	<b>249,684</b>	<b>\$52,679</b>	<b>1.00</b>

Source: JobsEQ® Data as of 2019Q4 Note: Figures may not sum due to rounding.

Home to educational assessment pioneers including ACT and Pearson, Iowa City – Cedar Rapids is a national leader in the education technology and services sector. Over the past few decades, startups in this cluster have flourished in the region including LeepFrog Technologies, Pear Deck, HLT, and College Raptor. This growing industry segment is supported by talent at the University of Iowa and other area colleges.

### U.S. BUREAU OF LABOR STATISTICS

Educational Support Services are **7.5 times more concentrated** in ICR IOWA than average

# IOWA CITY – CEDAR RAPIDS



FOR MORE INFORMATION,

PLEASE CONTACT

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# ICR IOWA

HERE, IT'S REAL.