

# Midwest Partnership's Regional Profile



## Experience the Advantages...

- Training
- Transportation
- Workforce
- Quality of Life



Midwest Partnership Development Corporation

615 South Division Street; PO Box 537

Stuart, Iowa 50250

Phone: 515-523-1262

[www.iowadevelopment.com](http://www.iowadevelopment.com)

[info@midwestpartnership.com](mailto:info@midwestpartnership.com)

# MIDWEST PARTNERSHIP DEVELOPMENT CORPORATION

(Adair, Greene, and Guthrie counties)

## Who We Are

The Midwest Partnership Development Corporation is a non-profit, collaborative economic development organization formed to strengthen the economic vitality of the communities of Adair, Audubon, Greene, and Guthrie counties of Iowa.

## Member Services & Benefits

We work to create a diversified economy that offers many options to area residents. Midwest Partnership serves the following functions:

- Assists existing industries and businesses with retention/expansion needs
- Supports entrepreneurs and small business owners
- Partners with communities and local groups involved with tourism, housing, commerce planning, etc
- Assists businesses with funding programs and applications
- Communicates economic development news to members and partners
- Facilitates the development and attraction of a skilled workforce
- Pursues strategies to recruit businesses to the area

## What is Economic Development?

No single definition incorporates all of the different strands of economic development. Typically economic development can be described in terms of objectives. These are most commonly described as the creation of jobs and wealth, and the improvement of quality of life. Economic development can also be described as a process that influences growth and restructuring of an economy to enhance the economic well being of a community. In the broadest sense, economic development encompasses three major areas:

The main goal of economic development is improving the economic well being of a community through efforts that entail job creation, job retention, tax base enhancements and quality of life. As there is no single definition for economic development, there is no single strategy, policy, or program for achieving successful economic development. Communities differ in their geographic and political strengths and weaknesses. Each community, therefore, will have a unique set of challenges for economic development.

Source: International Economic Development Council

## Wiki It All Mean?



WIKIPEDIA  
The Free Encyclopedia

**Collaboration** is a recursive process where two or more people or organizations work together in an intersection of common goals — for example, an

intellectual endeavor that is creative in nature—by sharing knowledge, learning and building consensus. Most collaboration requires leadership, although the form of leadership can be social within a decentralized and egalitarian group. In particular, teams that work collaboratively can obtain greater resources, recognition and reward when facing competition for finite resources. Collaboration is also present in opposing goals exhibiting the notion of adversarial collaboration, though this is not a common case for using the term.

**Nonprofit organization** is an organization that does not distribute its surplus funds to owners or shareholders, but instead uses them to help pursue its goals.

**Entrepreneur** is a person who has possession of an enterprise, or venture, and assumes significant accountability for the inherent risks and the outcome. It is an ambitious leader who combines land, labor, and capital to often create and market new goods or services.



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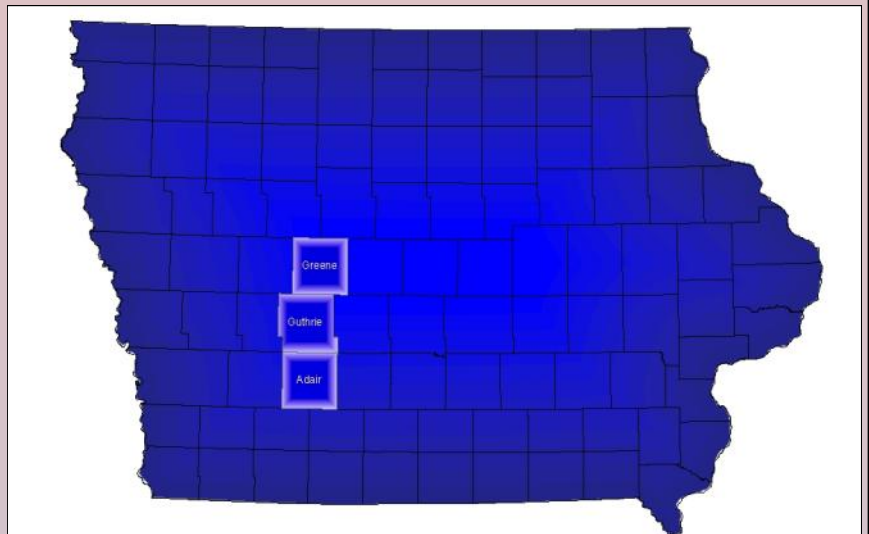
## MIDWEST PARTNERSHIP REGION (Adair, Greene, and Guthrie counties)

### Quality of Life

The Midwest Partnership Development Corporation region consists of the counties of Adair, Audubon, Greene, and Guthrie in west-central Iowa, a total of 21 communities.

The opportunities that exist in Adair, Audubon, Greene, and Guthrie counties continue to increase. Existing businesses are expanding, new businesses are moving in, and our towns are actively working to improve on a quality of life that is already very high. Midwest Partnership has touched more than a dozen projects over the last three years which have added or pledged to add approximately 250 jobs. These are positive signs of progress and growth within the region. Midwest Partnership takes pride in assisting with such growth and will continue to work for future progress.

The Midwest Partnership Region is a great place to enjoy a career and a life. Friendly communities offer great neighborhoods where homes are affordable and the schools are excellent. Here, the end of the workweek means the start of a fun-filled weekend. Take advantage of the surrounding landscape and choose from countless opportunities for outdoor recreation. Whatever your pleasure, from a leisurely round of golf, to an afternoon of boating or a rejuvenating bike ride, Midwest Partnership Region is a place where you can do it all.



| Population | 2008   |
|------------|--------|
| Adair      | 7,506  |
| Audubon    | 6,033  |
| Greene     | 9,293  |
| Guthrie    | 10,956 |
| MWP Region | 33,788 |

### Population

Midwest Partnership Region is located in Western Iowa. The region has a total population of 33,788.

Source: U.S. Census Bureau

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## WAGE INFORMATION

In 2007, the median household income in Iowa was \$47,324 compared to the national average annual wage of \$50,740. The difference in wages is due to an extraordinary quality of life advantage; employees can live the American Dream while area employers save money on salary and wages.

### Median Household Income

| County  | 2003     | 2004     | 2005     | 2006     | 2007     |
|---------|----------|----------|----------|----------|----------|
| Adair   | \$38,529 | \$41,406 | \$39,568 | \$38,977 | \$45,478 |
| Audubon | \$35,650 | \$38,935 | \$38,941 | \$38,948 | \$39,422 |
| Greene  | \$36,187 | \$39,386 | \$39,374 | \$37,707 | \$41,823 |
| Guthrie | \$39,179 | \$42,477 | \$42,449 | \$44,148 | \$47,685 |

Source: U.S. Census Bureau



### Commuting Statistics

The Midwest Partnership Region is located less than 45 minutes from Des Moines, Iowa & less than 90 minutes from Omaha, Nebraska. This centralized location gives employers a vast selection of employees. Not only does this give a large workforce pool, but also allows workers to live in rural communities rather than living in the city.

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## WORKFORCE DEMOGRAPHICS

### Educational Levels Achieved



85.3% of adults 25 years or older within the Midwest Partnership region have graduated from high school compared to 80.4% nationally.

Nationally known for a “Midwestern work ethic”, workers provide quality labor keeping company productivity high and operating costs low. According to the National Survey of Manufacturers, Iowa’s workers provide \$4.45 in value-added per dollar of labor compared to a national average of \$3.80.

Source: U.S. Census Bureau, 2000 Census

## UNEMPLOYMENT & WORKERS COMPENSATION

### Unemployment Insurance Costs

Iowa’s unemployment contribution rate has been changed for the first time in eight years. Employers will be adjusted on January 1, 2010. Although, Iowa’s unemployment tax rate is among the lowest in the United States.

Each year, Iowa law requires the Department to use a required formula to establish which contribution table will be used to determine the rate paid by employers. Unemployment contribution rates are based on wages, with the contribution portion for 2010 set at \$24,500.

### Workers Compensation

Employer will need to solicit quotes from insurance providers, as workers comp insurance varies based on nature of business, number of employees/individual, or umbrella liability coverage, etc.



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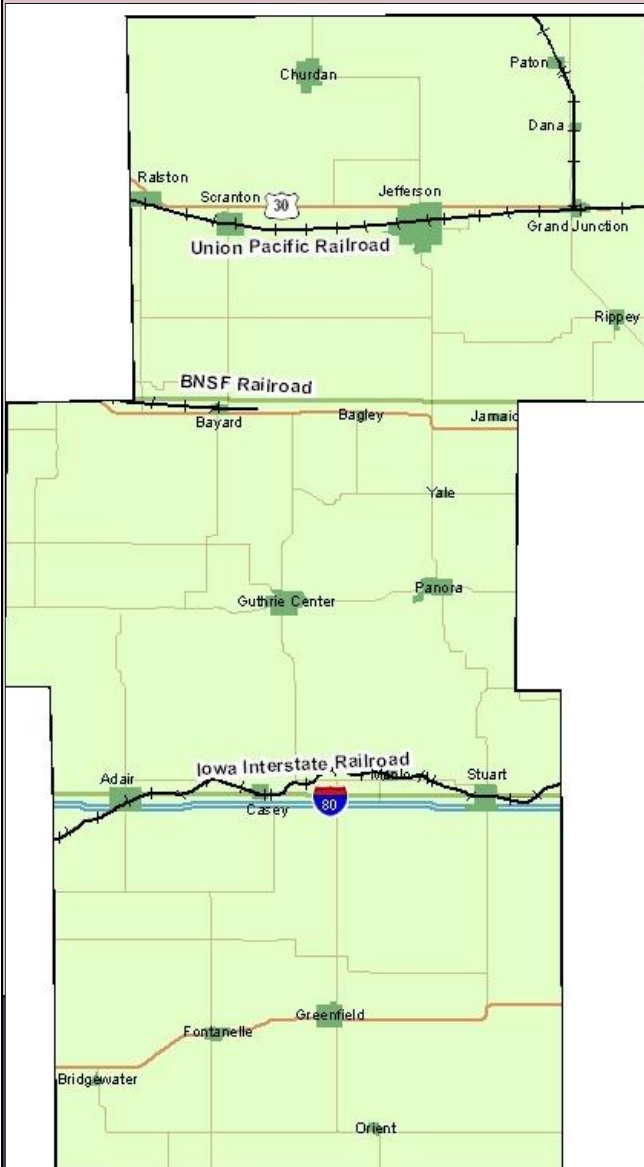


# TRANSPORTATION



## Highway System

Midwest Partnership region counties are located near the hub of Iowa's and America's most traveled thoroughfares, Interstate 80, U.S. Highways 30 and 71, and Iowa Highways 4, 25, 44, 92, 141, and 144, and much of the area is along Interstate 80. This excellent Interstate access is complemented by the convergence in the region of one U.S. and five state highways. Located within 30-60 minutes drive-time of Des Moines, Iowa's largest population center, this close proximity to Des Moines gives us a connection to a larger workforce pool, commercial airport, and large professional/financial service businesses (such as in the areas of insurance and real estate) which are beneficial to serving businesses and residents in our



## Rail Services

The Midwest Partnership Region is a major railroad hub with daily switching and piggyback service provided by Union Pacific, Burlington Northern Santa-Fe, and Iowa Interstate Railroad.



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# AIRPORTS

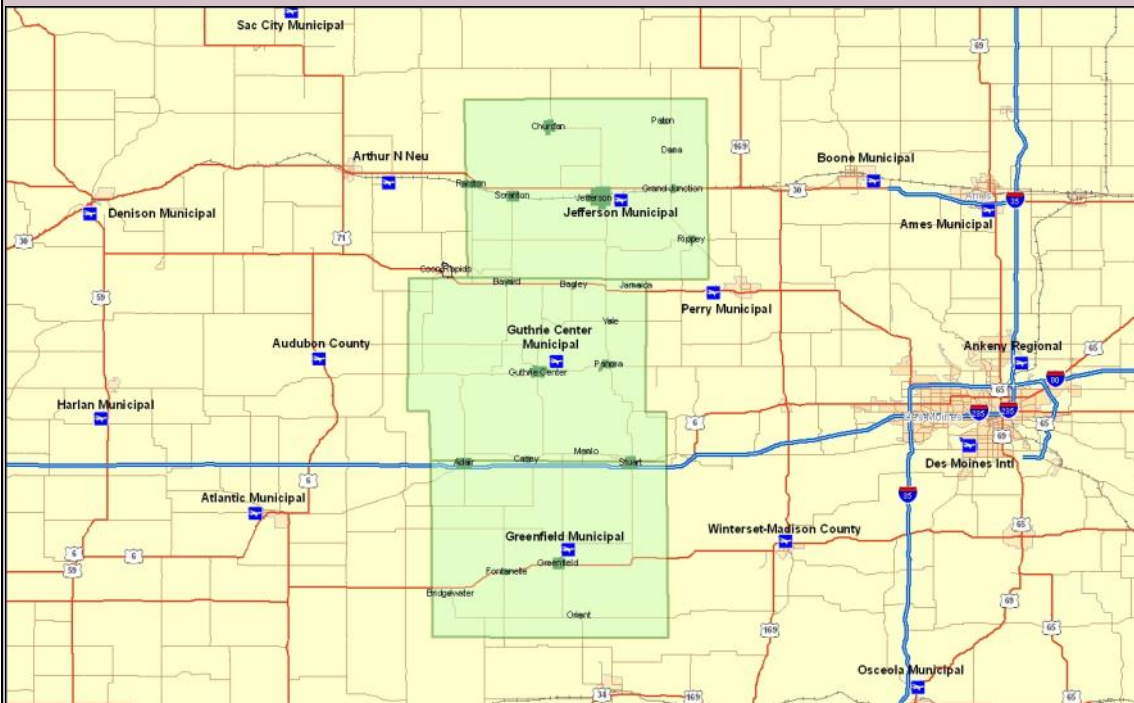


## Eppley Airfield

Eppley Airfield is a commercial airport located three miles (5 km) northeast of the central business district of Omaha, a city in Douglas County, Nebraska, United States. It is the largest airport in the state of Nebraska. In addition to the Omaha-Council Bluffs metropolitan area, Eppley Airfield serves communities throughout eastern Nebraska, western Iowa, northern Kansas, Missouri, and South Dakota.

## Des Moines International Airport

Des Moines International Airport is a public hub primary located three miles (5 km) southwest of the central business district of Des Moines, a city in Polk County, Iowa, United States. This airport is publicly owned by the City of Des Moines. The airport serves the Des Moines metropolitan area with 19 connections to major airline hubs.



## **Municipal & Regional Airports**

The Midwest Partnership Region is served by three general aviation airports: Audubon County Airport, Greenfield Municipal Airport, Jefferson Municipal Airport, and Guthrie County Regional Airport.

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## COLLEGES AND UNIVERSITIES

The Midwest Partnership region is fortunate to have an abundance of higher educational options to keep its workforce well-informed with the latest practices and technologies. There are several colleges and universities located in or near regional counties.

These educational institutions have recognized the growing need for specialization including high tech computer and information systems graduates. Based on the needs of area businesses, they have created specialized training programs to prepare students for careers in these fields.

In a state known for its exceptional educational system, it's no surprise that 89% of adults 25 years or older have graduated from high school in Iowa compared to 85% nationally.

Source: U.S. Census Bureau, 2000 Census



**Buena Vista University, Creston, Iowa** - BVU Professional & Online Studies has helped adults throughout Iowa who have completed some college credits finish their degrees and achieve their professional and personal objectives.

Buena Vista offers more than 25 programs of study, ranging from business and education to arts management, technology management and social science. Programs are tailored to the unique needs and professional opportunities in the 14 communities they serve. (website: [www.bvu.edu](http://www.bvu.edu))



**Drake University, Des Moines, Iowa** - Drake offers its students many of the benefits of large state universities with the intimacy and personalization of a private institution. Drake's size allows faculty and staff to foster close relationships with students that help meet educational, professional and personal goals. (website: [www.drake.edu](http://www.drake.edu))



**Iowa State University, Ames, Iowa** - Iowa State is a large, prestigious university with a friendly hometown personality. Its 26,000 students choose from 100+ majors, study with world class scholars and keep more than 500 student organizations going strong. (website: [www.iastate.edu](http://www.iastate.edu))



**Upper Iowa University, Des Moines, Iowa** - Upper Iowa University is a private, not-for-profit university providing undergraduate and graduate degree programs and leadership development opportunities to approximately 6,000 students-nationally and internationally-at various campuses and learning centers worldwide. Upper Iowa

University is a recognized innovator in offering accredited, quality programs through flexible, multiple delivery systems, including online and independent study. (website: [www.uiu.edu](http://www.uiu.edu))

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## COLLEGES AND UNIVERSITIES CONT...



**Iowa Central Community College, Fort Dodge, Iowa** - It is the philosophy of Iowa Central Community College, as a comprehensive community college, to aid in developing citizens' capabilities to the maximum. Iowa Central provides a flexible program to satisfy the needs of the individual and the needs of the community. An educational environment is planned to provide experiences for

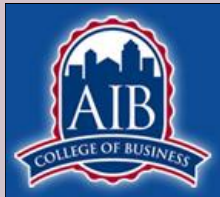
those who desire pre-professional courses, improvement of educational or technical skills, or developmental programs for self-enrichment. This environment can be on campus or on-site. (website: [www.iccc.cc.ia.us](http://www.iccc.cc.ia.us))



**Des Moines Area Community College, Carroll, Iowa** - The Carroll Campus offers coursework in vocational - technical programs, full arts and sciences programs for college transfer, and a 2+2 program with UNI leading to a B.A. in Elementary Education. (website: [www.dmacc.cc.ia.us](http://www.dmacc.cc.ia.us))



**South Western Community College, Creston, Iowa** - Southwestern Community College is a two-year, public institution located in Creston, Iowa, with centers in Red Oak and Osceola. SWCC offers industrial training, career and technical education, adult and continuing education, distance/online learning and courses for transfer. (website: [www.swccia.edu](http://www.swccia.edu))



**AIB College of Business, Des Moines, Iowa** - AIB College of Business is an independent, nonprofit, coeducational two-year college of business, which was founded in 1921 and offers associate of applied science degrees and bachelor of science degrees. (website: [www.aib.edu](http://www.aib.edu))

## Education K - 12

As a state, Iowa is renowned for its commitment to education. And the counties comprising The Midwest Partnership region's are no exception. With a graduation rate of over 96 percent and higher proficiency test results compared to the state averages, our educators, parents and students work together to make education a priority. Small class sizes, opportunities for advanced studies, partnerships with businesses and strong extra-curricular programs provide the advantages students need to prepare for their futures.

### Adair County

- [Orient-Macksburg Schools](#)
- [Nodaway Valley Schools](#)
- [Adair-Casey Schools](#)

### Audubon County

- [Audubon Schools](#)
- [Exira Schools](#)
- [Elk Horn Kimballton Schools](#)

### Greene County

- [East Greene Schools](#)
- [Jefferson-Scranton Schools](#)
- [Paton-Churdan Schools](#)

### Guthrie County

- [Coon Rapids-Bayard Schools](#)
- [Guthrie Center Schools](#)
- [Panorama Schools](#)
- [West Central Valley](#)

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## COMMUNITY HEALTHCARE

The Midwest Partnership region invests a great deal in good health. The local economic development professionals work closely with the local medical institutions to ensure their inclusion in the area's economic development efforts. Throughout the region, new and renovated health care facilities abound. Our region is fortunate to have three hospitals and numerous other medical facilities/clinics serving our community.

Hospitals serving the Midwest Partnership region include:

- [Adair County Memorial Hospital](#)
- [Audubon County Memorial Hospital](#)
- [Greene County Medical Center](#)
- [Guthrie County Hospital](#)



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## POSSIBLE INCENTIVES FOR NEW/EXPANDING BUSINESSES

### Community Economic Betterment Account (CEBA)

The Community Economic Betterment Account program can provide financial assistance to businesses that require assistance in order to create new job opportunities or retain existing jobs that are in jeopardy. Assistance may be provided to encourage new business start-ups, expansion of existing business, or the recruitment of out-of-state business into Iowa.

A local municipality or county applies on behalf of the business that is expanding. Projects eligible for CEBA funding include, but are not limited to, the following: building construction or reconstruction, acquisition of land, equipment purchases, operating and maintenance expenses, and site preparation.

These funds are customarily divided between forgivable loans, low interest loans, and no-interest loans. Jobs must pay a qualifying wage of 100% of the county/regional wage.

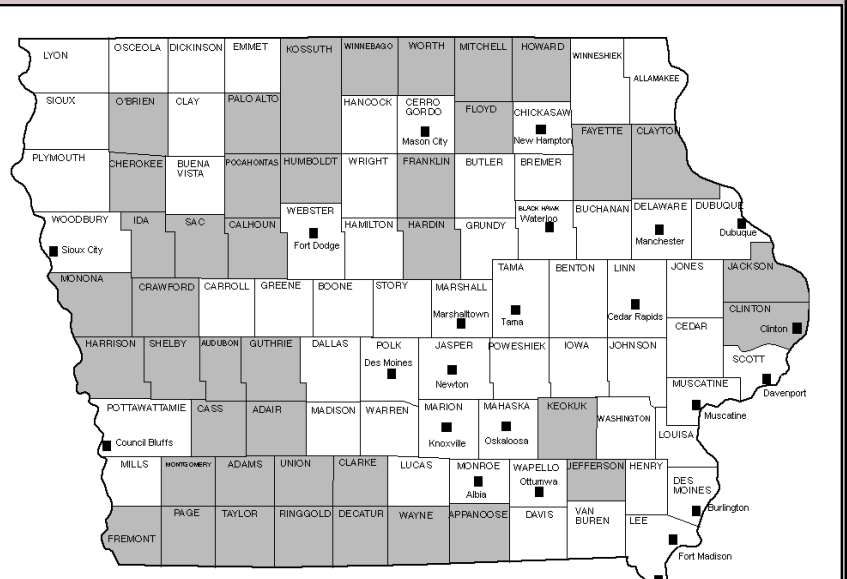
Jobs must also meet the 130% of county average wage criteria, where wage plus benefits are equal to or greater than the 130%. Benefits to be included in the calculation include company paid single health and dental insurance, LTD, STD, life insurance, profit sharing/401k/pension plans, and child care assistance.

### New Jobs Tax Credit

Businesses entering into an agreement under the state's training program and increasing their workforce by at least 10 percent may qualify for this credit on their Iowa corporate income tax. Their credit is equal to 6 percent of the state unemployment insurance taxable wage base. The credit for 2009 is \$1,422 per new employee. The tax credit can be carried forward up to 10 years.

### Enterprise Zone Program

Enterprise Zones are designed to stimulate development by targeting economically distressed areas in Iowa. Through state and local tax incentives, businesses and developers are encouraged to make new investments, create new jobs and build or rehabilitate housing in these areas. The goal of the program is to revitalize these areas and make them competitive with other locations throughout the state. Adair and Guthrie counties both have Enterprise Zones.



**Note: This map identifies those Iowa cities and counties (shaded in gray) that have one or more certified Enterprise Zones within their jurisdictions.**

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## POSSIBLE INCENTIVES FOR NEW/EXPANDING BUSINESSES

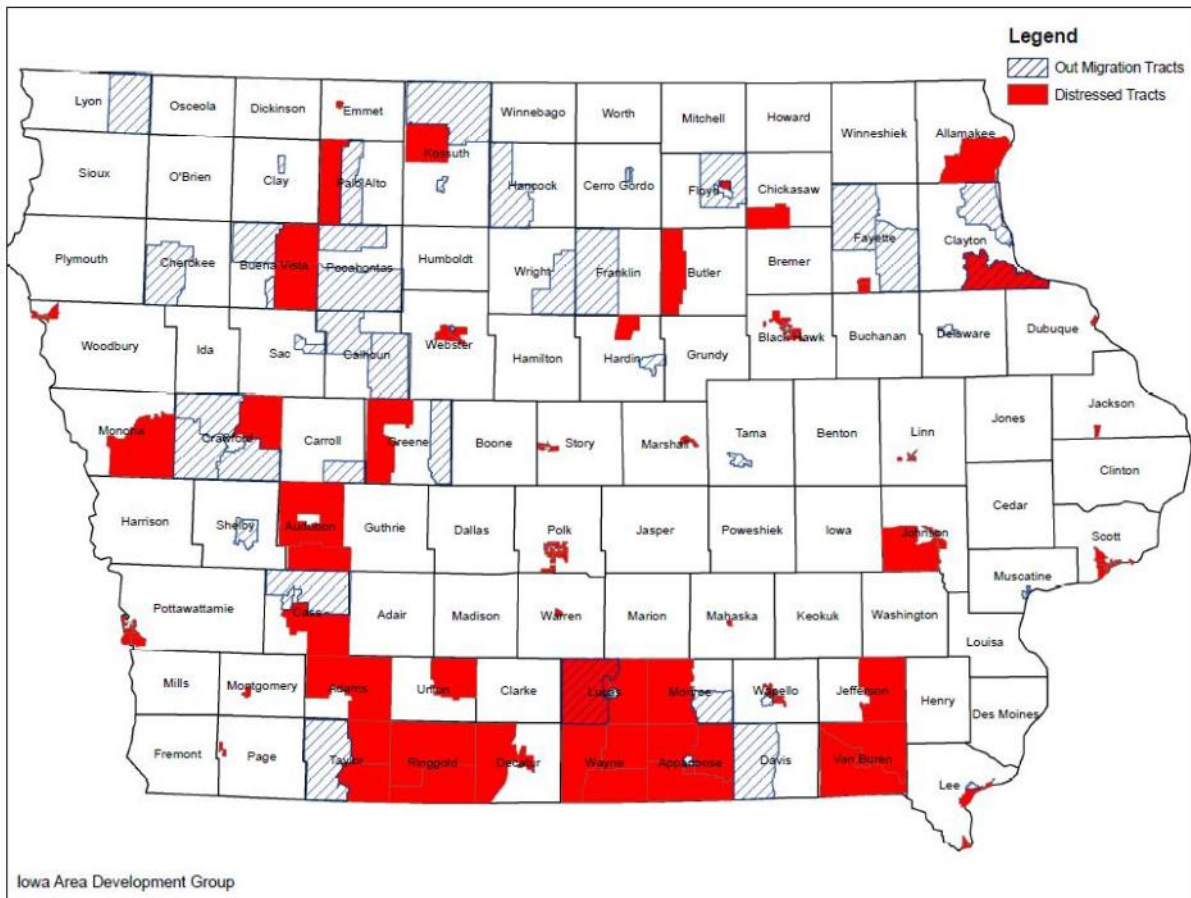
### New Markets Tax Credit

**Program** - Community Development Entities (CDEs) can make loans and capital investments in businesses in underserved areas.

**Assistance** – Loan/Forgivable Loan. Most commercial including industrial and office and mixed-use real estate development projects located in designated underserved areas.

**Use** - Tied directly to project in New Markets Tax Credit.

**Qualifications** - Minimum projects for consideration \$3 million. Current area served by New Markets Tax Credit is in the eastern and western portions of Greene County.



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## POSSIBLE INCENTIVES CONTINUED.....

### High Quality New Jobs Program

This program provides a series of investment tax credits, sales tax refunds, and R&D tax credits based on the total amount of capital investment made and jobs created. Jobs must pay 130% of the county average, including benefits, to qualify. For projects investing over \$10,000,000 in capital investment and paying 160% of the county average (including benefits), property tax abatement is also available.

### The Iowa Power Fund and The Office of Energy Independence

The main goal of this \$100 million investment is to make Iowa more energy independent. The Iowa Power Fund will be used to spur research and commercialization to technologies related to renewable energy and energy efficiency. The Iowa Power Fund is just one part of Iowa's commitment to provide programs, policy, and infrastructure that targets smart energy investments - investments deemed critical to further strengthen Iowa's leadership in the renewable energy economy.

### Revitalize Iowa's Sound Economy (RISE) Program

This program, administered by the Iowa Department of Transportation (DOT), provides funding for expenditures on city and county highways to help attract new development or support growth with existing developments. Projects are evaluated on economic potential and impact. RISE funding may be used in conjunction with others sources of federal, state, local, and private financing to improve area highways and specific access to roads. Assistance is provided in the form of grants and/or loans.

### Research Activities Credit

Iowa recognizes how critical innovation is to long-term business growth and stability. Even though the federal research credits have fluctuated with intermittent expiration dates and reinstatement periods, Iowa's have remained consistently reliable. In fact, Iowa sets itself apart as one of only five states in the contiguous United States to offer a refundable research activities credit.

### Iowa Value-Added Agricultural Products and Processes Financial Assistance Program (VAAPFAP)

The VAAPFAP provides financial assistance to new or existing companies that utilize the state's agricultural commodities to create new, innovative products and processes, or to produce renewable fuels (including biodiesel, ethanol, and other renewable fuels.) VAAPFAP can also assist those companies engaged in organic processing, biomass, and the creation of alternative energies. Financial assistance is provided in the form of loans and forgivable loans.

### Project Wage Thresholds

The above is a brief list of possible incentives. All incentives are dependent upon certain qualifications that must be judged on a project-by-project basis. Additional incentives beyond this summary may also be available. Qualifying wages are as follows (FY 2010 County Wage Threshold):

| County  | 100%    | 100%R   |
|---------|---------|---------|
| Adair   | \$13.41 | \$13.41 |
| Audubon | \$13.28 | \$13.28 |
| Greene  | \$15.21 | \$15.31 |
| Guthrie | \$15.90 | \$15.10 |

R - county or regional wage average, whichever is less

Source: Iowa Dept. of Economic Development

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## JOB TRAINING ASSISTANCE

### **Iowa New Jobs Training Program (260E)**

The Iowa New Jobs Training Program was developed to assist businesses that are creating new jobs. If the company is expanding Iowa operations or locating a new facility in the state, the New Jobs Training Program can provide flexible funding to meet the wide variety of training and employee development needs for its new employees. The assistance available ranges from highly specialized educational programs to basic skills training for new positions. This program is administered through Iowa's Community College Network.

### **Iowa Jobs Training Program (260F)**

The Iowa Jobs Training Program provides job training services to current employees of eligible businesses that are located in Iowa. Eligible businesses can work with their local Iowa community college, which will assess training needs, determine funds availability and provide training. For participating businesses, the advantages include valuable employee training at a reduced - or no - cost.

### **Accelerated Career Education Program (ACE) (260G)**

The Accelerated Career Education (ACE) program assists Iowa's Community Colleges in establishing or expanding programs that train individuals in the occupations most needed by Iowa businesses. Businesses participating in ACE can receive tax credits, based on the number of positions the businesses sponsors. Credits are a diversion of the company's State withholding taxes, and are paid to the college over the life of the ACE agreement (usually 5 years). Tax credits are capped at \$6 million per year.

### **One Source Training**

One Source Training is the partnership of the 15 Community Colleges of Iowa leveraging resources to serve businesses and organizations throughout the state. One Source Training provides powerful solutions to meet your workplace challenges. Focusing on your needs, One Source Training delivers custom designed services to meet the needs of your company, agency, or industry group.

IOWA *life* | changing™

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## Iowa Workforce Development

Iowa Workforce Development links job placement and skill development into a system of lifelong learning and opportunity. Through resources and services created for employers, employees, and the unemployed, Iowans can take control of their economic future and the security of their families.

- [Administrative Rules](#)
- [Agency Organizational Chart](#)
- [Agency Organizational Profile](#)
- [Iowa Workforce Development Board](#)
- [Regional Workforce Investment Boards](#)
- [News Releases](#)
- [Agency Calendar](#)
- [Annual Report](#)
- [Agency History](#)



### Agency Mission Statement:

Iowa Workforce Development contributes to the economic security of Iowa's workers, businesses and communities through a comprehensive statewide system of employment services, education and regulation of health, safety and employment laws.

### Vision:

Lead Iowa's workforce by empowering workers and businesses to succeed in a dynamic global economy.

### Guiding Principles:

IWD's fundamental principles are intended to demonstrate our commitment to customers, the state and our employees. We intend to practice what we preach to other employers by striving to be a high performance workplace, and have attempted to convey the characteristics by which we'll judge our success in this endeavor:

- We operate with personal, business and fiscal integrity.
- We respect - - our customers, partners, and employees.
- We believe in developing the potential of our employees.
- We provide compassionate, exemplary customer service.
- We make fact-based decisions.
- We value open and honest communication.
- We foster strong collaborative relationships with partners.
- We support a diverse workforce.
- We continually strive to improve processes and services.

Midwest Partnership and IWD have a joint job bank showcasing jobs around and near the region. The West Central Iowa Job Bank can be accessed <http://tinyurl.com/mwpjobs>.

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