

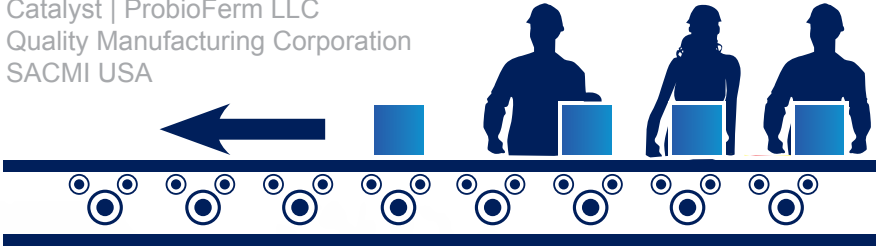
ADVANCED MANUFACTURING



Access > a Competitive Business Climate

MAJOR MANUFACTURERS

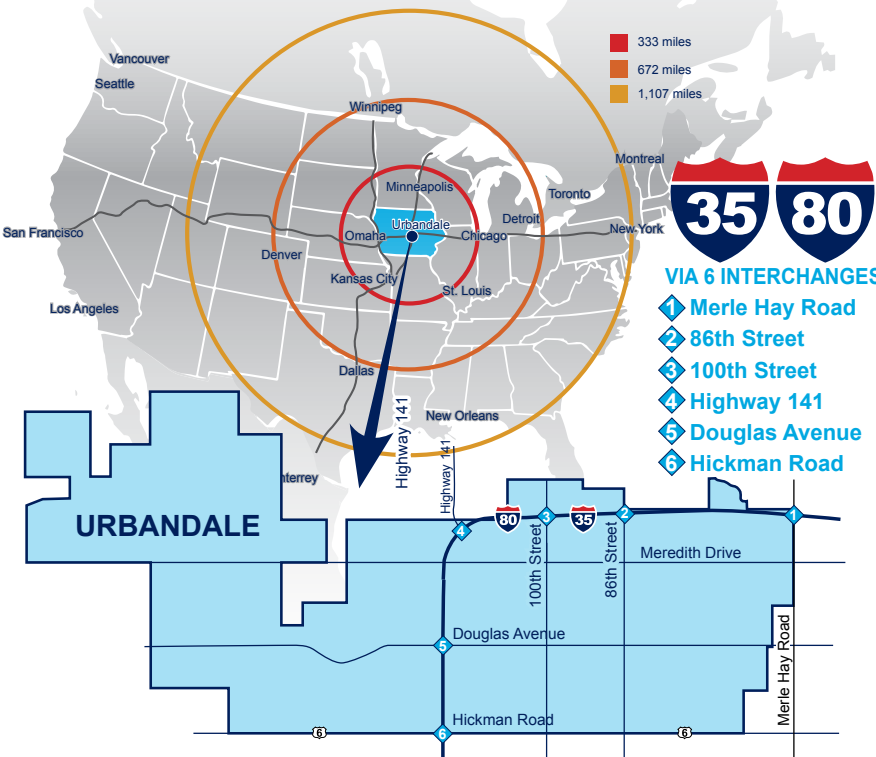
Bratney Companies | C&L Companies, Inc
Compressor Controls Corporation
Continuous Control Solutions | Gits Manufacturing Company
ILC Resources | Insta-Pro International | Interstate Plastics
John Boyt Industrial Sewing | Pepsi Beverage Company
Catalyst | ProbioFerm LLC
Quality Manufacturing Corporation
SACMI USA



Access > a Connected Transportation Network

Des Moines International Airport is a shipping hub for UPS and offers 18 nonstop destinations.

FOREIGN TRADE SUBZONE NO.107

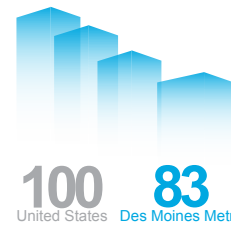


LOW CITY TAX RATE

Urbandale has one of the lowest city tax rates in Iowa.

AVERAGE GAS & ELECTRIC COSTS

| | Urbandale | United States |
|----------|--------------------|---------------|
| (\$/Mcf) | Industrial \$4.82 | \$3.51 |
| | Commercial \$5.54 | \$7.25 |
| (\$/kWh) | Industrial \$.0523 | \$.0675 |
| | Commercial \$.0838 | \$.1037 |



COST OF DOING BUSINESS INDEX

Des Moines Metro has a low cost of doing business; ranked 83 relative to the United States (100)

ACCESS TO HIGH CAPACITY UTILITIES

| | |
|----------------|--------------------------------|
| Water | Permitted capacity: 18 MGD |
| | Average utilization: 5.1 MGD |
| | Peak utilization: 11.4 MGD |
| | Excess capacity: 6.6 MGD |
| Sanitary Sewer | Maximum capacity: 200 MDG |
| | Average flow rates: 50-134 MGD |

LEASE PRICE OF MANUFACTURING SPACE

Base Rate/Per Square Foot

| | | |
|--------------------------------|----|---------------|
| \$3.50 | to | \$7.13 |
| \$6.38 | | |
| Urbandale/ Des Moines Metro | | United States |

Access > a Competitive Workforce Environment



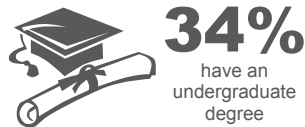
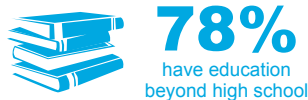
AVERAGE COMMUTE



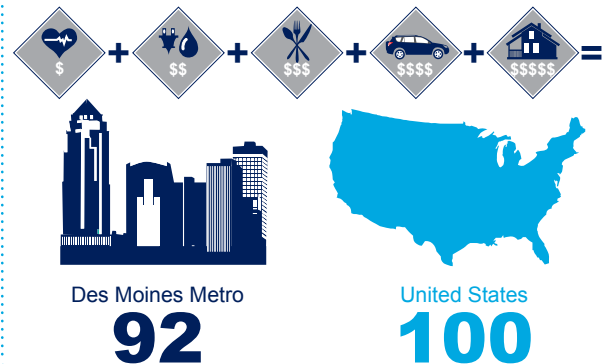
Urbandale benefits from access to higher education institutions to prepare the workforce for careers in advanced manufacturing including:

- Des Moines Area Community College
- Drake University
- Iowa State University
- ITT Tech- Clive
- Kaplan University

URBANDALE WORKFORCE



COST OF LIVING INDEX



Access > Financial Incentives and Resources for Business Success

STATE INCENTIVES INCLUDE:

NO TAX ON MACHINERY AND EQUIPMENT



NO SALES TAX ON ELECTRICITY/ GAS USED IN MANUFACTURING PROCESS



A SINGLE FACTOR CORPORATE INCOME TAX;
COMPANIES ARE ONLY TAXED ON IN-STATE SALES



REFUNDABLE RESEARCH + DEVELOPMENT TAX CREDIT



CITY INCENTIVES INCLUDE:



Industrial Property Tax Exemption
for new construction and expansion



Tax Increment Finance Rebates
for new construction and expansion



Infrastructure Funding

RESOURCES INCLUDE:

- **Iowa State University's Center for Industrial Research and Service (CIRAS)**
CIRAS is Iowa State University's outreach program that provides applied research, education and technical assistance to Iowa's industries.
- **Des Moines Area Community College's Center for Advanced Manufacturing (CAM)**
CAM is Des Moines Area Community College's academic center that provides education and training in specialized areas of advanced manufacturing.

CASE STUDY: ProbioFerm, LLC



ProbioFerm, LLC, grows and markets high-quality beneficial bacteria and utilizes these cultures in products to support human and animal health. The company's Urbandale location includes a fermentation plant, microbiological laboratory, a finished-goods

manufacturing area, cold storage and controlled warehousing. As ProbioFerm expands its international business, the company will complete construction of an additional 20,000-square foot facility in 2015. *"Urbandale is a business-friendly city that has helped us since day one and continues to support our growth. We look forward to developing new technologies that improve human and animal health and bring more jobs to Urbandale."* – Scott Goldsmith, President

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