

WIND energy

WHERE WIND AND INNOVATION WORK



IOWA
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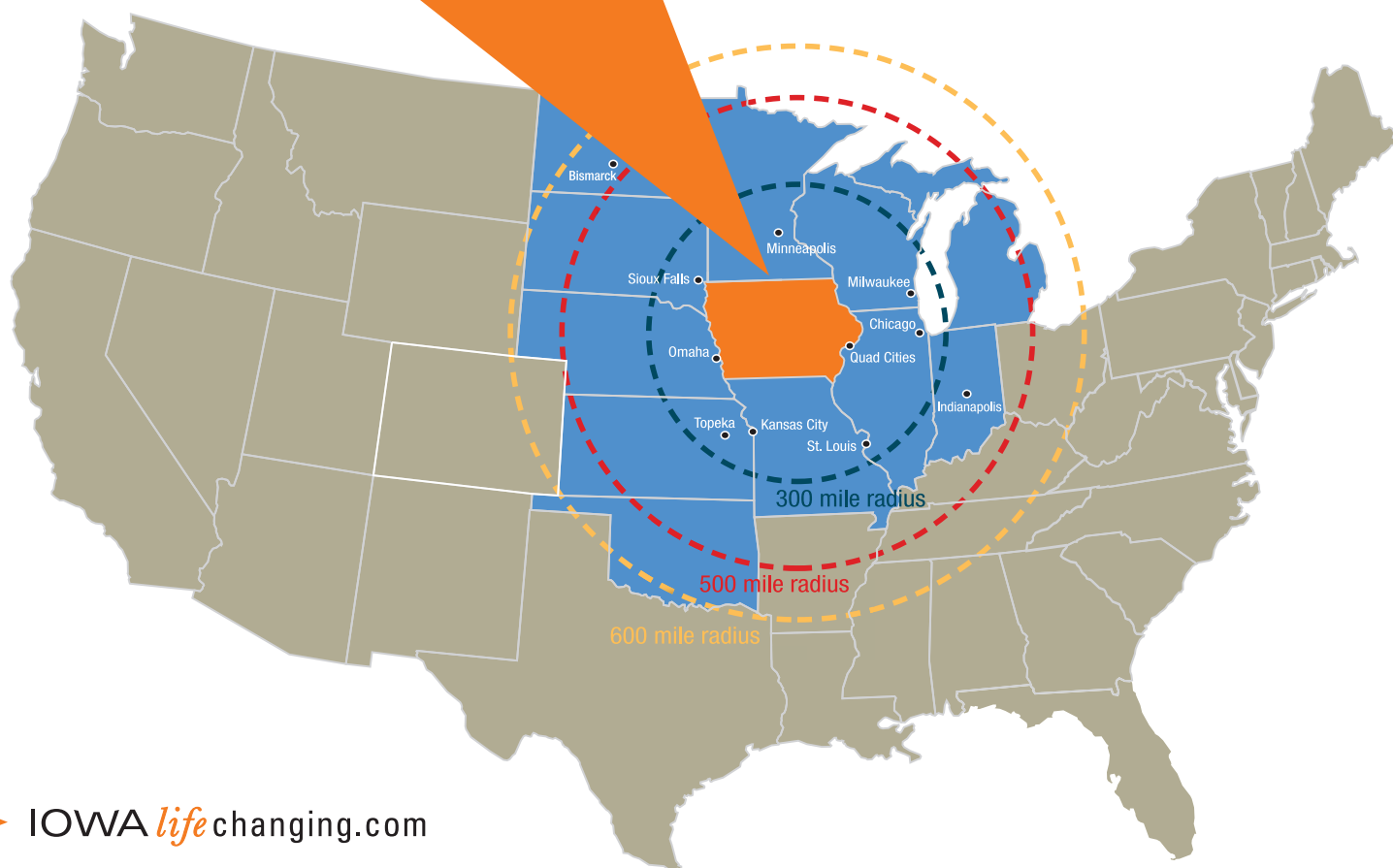
A \$7.8 BILLION MARKETPLACE > Centrally located in America's upper

Midwest, Iowa lies in the heart of a 12-state region that will have installed an average of 2,701 MW per year through 2014. In 2009 alone, this region, which is within one day delivery from Iowa, installed turbines valued at \$7.8 billion! Once you understand how this exploding growth in the market intersects with the supply chain established by over 250 Iowa companies that are already providing components and services to wind energy manufacturers, you have an outstanding picture of exactly why all major wind manufacturing components are made in Iowa.

A WEALTH OF SKILLED WORKERS > A heritage of manufacturing

excellence is fueled by a ready source of highly qualified and skilled workers. Manufacturing constitutes the largest segment of Iowa's workforce. More than 4,200 manufacturers employ over 230,000 Iowans and generate over \$10 billion in payroll. Seven of the state's community colleges have joined with the state's three regent universities to form comprehensive wind energy training programs. Focused on wind turbine operations and maintenance and manufacturing, the programs offer a wide variety of options ranging from certificates to bachelor's and master's degrees.

Local economic development agencies and Iowa Workforce Development partner with companies to attract a skilled initial workforce. State-assisted training programs are up and running to further help companies maximize Iowa's skilled talent pool. Taking it one step further, community colleges work with company trainers to develop customized training programs – shortening the time between hiring and profitable productivity.



LOGISTICS & SUPPLY CHAIN ADVANTAGES

Research demonstrates how proven logistical cost savings and supply chain efficiencies give Iowa manufacturers strategic advantages. The network of divided four-lane and interstate highways; intercontinental and short-line railroads and barge routes combine to provide unequaled and competitive transportation choices. Companies select Iowa locations because the costs of shipping components in and finished product out are significantly lower than other states.



Photo courtesy of Siemens Energy 2009, Fort Madison, IA

IOWA: AN ENGINE FOR WIND GENERATION

Collaborative work between government and industry and the low cost of doing business combine to create excellent conditions for current and new wind manufacturers in Iowa. The state utilizes tax credits, grants, forgivable loans, and responsive regulatory assistance to ensure prompt profitable operations. Iowa manufacturers benefit from lower costs in labor, taxes, utilities, insurance and rent/construction. In fact, the state has the lowest cost of doing business in the U.S. As demand for wind energy continues to grow, Iowa has the fortitude and foundation in place to work with component manufacturers to grow production in this vital industry.

“Iowa comes in second for wind jobs; home to five major wind manufacturers, **Iowa is the leader for workers employed in manufacturing for the wind industry** and second for construction and operations and management.”

U.S. Wind Industry Annual Market Report, AWEA 2009

PUSHING WIND INNOVATION >

To keep this growth in Iowa's wind industry moving in the right direction, the Iowa Alliance for Wind Innovation and Novel Development (IAWIND) was established. IAWIND is a dynamic partnership between state and local governments, community colleges, universities, the private sector, community organizations and the federal government. It is designed to serve as a catalyst for the growth of wind energy and to support and facilitate the research and training needs of wind energy companies. The alliance is the first of its kind connecting Iowa's three regent universities, seven of its community colleges, the state, and the wind energy industry. Not only is this alliance an appropriate step to maintain Iowa's leadership in generating wind energy, it is also a key driver in pursuing innovation and producing a skilled, productive workforce. By establishing the full spectrum of programs to support the wind industry, IAWIND's efforts are developing a constant stream of new, well-trained manufacturing workers who can hit the ground running on their first day on the job. Visit iawind.org for more information on IAWIND.

> **Iowa ranks No. 1** nationally in terms of percentage of electricity from wind power, getting 14% of its power from wind. (AWEA, 2009)

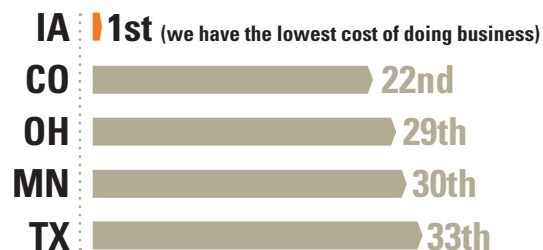
> **Iowa ranks No. 2** nationally in installed capacity with 3,670 MW. (AWEA, 2009)



“Many factors went into our decision to locate the first Clipper manufacturing plant in Iowa. Positive indicators were the state’s quality of transportation, proximity to our markets, availability of suppliers, and the support for wind power voiced by Iowa’s leaders.”

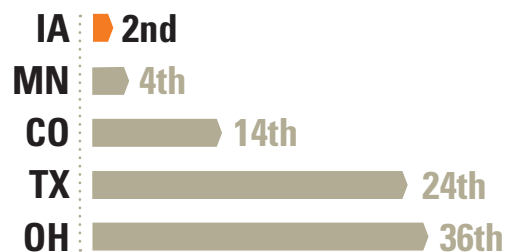
James G.P. Dehlsen
Chairman
Clipper Windpower, Inc.

Cost of Doing Business Ranking *Ranking is 1-50; 1 = Best Ranking*



Source: CNBC, 2009

Most Livable State Ranking *Ranking is 1-50; 1 = Most Favorable*



Source: CQ Press, 2009



Photo courtesy of Clipper Windpower Inc.

CONTACT US TODAY

Find out how Iowa can help your wind company achieve greater success. To get started, go to iowalifechanging.com or contact the Iowa Department of Economic Development at 1.800.245.IOWA or 515.725.3100.

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