

Progress Casting producing at new Iowa location



Plant manager Jamie Schaffran at Progress Casting Group's new state of the art foundry operation in New Hampton holds an aluminum casting the plant produces for Harley-Davidson motorcycles. The Minnesota headquartered company received 1,000 applications for employment for the first 70 jobs. The Iowa Department of Economic Development contributed to the competitive incentive package that brought the \$14 million, 84,000 sq. ft. Low Pressure Permanent Mold foundry to New Hampton.

Leading biotech firm completes \$10m expansion

Already the largest supplier of custom nucleic acids in the nation, Integrated DNA Technologies, Inc. (IDT) has doubled its capacity with the opening of a \$10 million headquarters expansion in Coralville. The 77,000 sq. ft. expansion was assisted by a \$600,000 award from the Iowa Department of Economic Development's Community Economic Betterment Account.

"This facility allows us to expand our production, research and customer service capabilities to maintain the quality, timeliness and support our customer value," noted Integrated DNA Technologies COO Trey Martin. "It also means we can maintain and improve our performance in these areas for a long time to come. This new building is not only a project completed, but also the start of a new phase of development for us."

President and CEO Dr. Joe Walder said the expansion represents the latest step in the growth of the organization. "Given the growing and changing needs of the Life Sciences industries, and the positive influence of our employees, we recognize the ongoing value in expanding our presence here. IDT is proud to call Coralville home, and we're looking forward to even more success in the future," Walder said.

IDT's Coralville headquarters - the foundation for the company's success since 1987 - currently employs 338 area residents. That number will increase by up to 50 percent over the next 24 months so that IDT can accommodate the increased business.

IDT supports academic research, biotechnology and pharmaceutical development by manufacturing custom nucleic acids.



Dr. Joe Walder, president and CEO of Integrated DNA Technologies, at the opening of IDT's new \$10 million expansion in Coralville.



Uniquely Positioned in Laurens

It may be difficult to think of a 55-year-old manufacturer with a worldwide customer base as a startup company, or to think of managers of a publicly traded, multi-national company as entrepreneurs, yet those terms are appropriate at Positech Corporation in Laurens.

It's been that way since 2004 when the in-house management team purchased the company from parent Columbus McKinnon Corp., making this five-decades-old northwest Iowa manufacturer a locally owned and locally managed company.

Positech custom designs material handling equipment and lift-assist devices for manufacturing customers in the food processing, pulp and paper, farm equipment, automobile and aerospace industries.

According to Peter Hong, Positech president, its custom-engineered products help

eliminate negative worker ergonomics, reducing physical stress, repetitive stress and potential injury.

"Our solutions range in cost from \$2,500 to \$1 million and we ship an average of 300 equipment solutions each year," says Hong.

The diversity of today's workforce is fueling much of Positech's growth. "A physically diverse and aging workforce means manufacturers must maintain lighter payloads," explains Hong. "Our design solutions enhance employees' ability to work more safely, efficiently and productively."

"The out-of-state companies interested in purchasing Positech before we stepped in all wanted to move the Laurens operation to their facilities." But Hong and his in-house management team felt the success of the Positech brand was in large part because of its Iowa workforce.

"Our Laurens' team has a special chemistry

that makes it unique. Our employees know equipment and how to make things work," Hong explains.

We don't just make equipment, we are craftsmen and women who design and engineer customized solutions for our clients."

So instead of moving, Hong and members of his management team decided to invest in its workforce and community by starting American Handling Systems, Inc., and purchasing the company from Columbus McKinnon in 2004.

Assisting the management team in its purchase was a \$230,000 Community Economic Betterment Account award from the Iowa Department of Economic Development.

With annual sales now approaching \$10 million and 85 employees, Hong and his Iowa workforce are custom designing a uniquely Iowan success story.

Construction continues on the new 100,000 sq. ft. building in Clarion



Urban Forest Recyclers of Canada will produce egg cartons from recycled paper and cardboard. Expected to open next year, Clarion Packaging LLC will create 80 jobs. The Iowa Department of Economic Development awarded state tax benefits to the \$20 million project from the High Quality Jobs Creation program. (Photo courtesy of The Wright County Monitor)

NOW PRODUCING BIODIESEL IN WALL LAKE



Western Iowa Energy's new \$40 million plant in Wall Lake has begun producing biodiesel fuel. The plant will use multiple feed stocks, including soybean oil and animal fats, to produce 30 million gallons of biodiesel fuel per year and employ 30 people. The Iowa Department of Economic Development assisted development of the plant with \$400,000 from the Value-Added Agricultural Products and Processes Financial Assistance Program (VAAPFAP) and state tax benefits. "Thirty new jobs in a town of 850 people is tremendous," said John Geake, chairman of the Board of Directors. "More importantly, these are well paying jobs with good benefits."

Technology driving growth in Davenport

PCT Engineered Systems was awarded \$300,000 from the Community Economic Betterment Account (CEBA) and tax benefits from the High Quality Jobs Creation (HQJC) program to expand in Davenport, Iowa.

The Economic Development Board approved incentives assisting the city of Davenport in competing for expansion, which creates and retains 146 jobs, 110 of the pledged jobs pay an average wage of \$25.31 per hour.

PCT is constructing a 40,000 square-foot building in the Eastern Iowa Industrial Park to keep pace with fast growing sales of electron beam processor technology.

"PCT has called the Quad Cities home for our entire 20 year history," said Terry Thompson, president of PCT. "Our choice to continue our growth in Davenport was made in the best interests of our staff and in recognition of the ease of access to Interstate 80 for transportation of our products." Presently, 62 percent of the materials PCT uses are sourced locally.

The company's growth has been fueled by the acquisition of the BroadBeam® line of electron beam processors. These machines were originally manufactured in California but now are manufactured in Davenport.

Examples of products made with electron beam technology include shrink wrap film, adhesive tape, orange juice cartons, ice cream containers and laminate furniture.

According to PCT, electron beam processing provides important environmental benefits to manufacturers. The process is very energy efficient and the special inks and coatings used contain no solvents, therefore no volatile organic compounds are produced.

PCT is also seeing increasing growth in the engineering and manufacturing services, systems integration and custom machine fabrication that they provide to manufacturers.

The total investment in the project is estimated to be \$8.8 million.

New jobs at Sioux City's Palmer Candy

Enterprise Zone tax benefits have been awarded by the Iowa Department of Economic Development to Palmer Candy Company, which is upgrading 12,000 sq. ft. of an existing warehouse to food production standards in Sioux City, Iowa.

As part of the expansion, Palmer Candy is hiring 10 more workers at an average wage of \$12.33 per hour. Machinery in the new area will be used to increase production of peanut brittle, coconut brittle, and cashew brittle and bring production of pecan divinity and cherry divinity candy to Iowa from out-of-state.

Enterprise Zones are areas considered economically depressed in which state and local tax benefits are offered to businesses that make new investments in facilities and create jobs. Businesses locating or expanding in Iowa Enterprise Zones may receive property tax exemptions, funding for employee training, sales tax refunds or other tax incentives.

For more information on Enterprise Zone incentives, visit IDED's web site at www.iowalifechanging.com

Nanotechnology is huge at Iowa's BioForce

In Ames, Iowa, BioForce Nanosciences Inc., is poised to add manufacturing jobs due to continued market acceptance of its nanotechnology equipment.

According to Eric Henderson, BioForce founder and CEO, the company started out as a supplier of accessories in Atomic Force Microscopy.

"Today, we are providing products and services that allow researchers to work in ultra-miniaturized scale — where one nanometer equals one billionth of a meter, and one human hair measures 200,000 nanometers in diameter," says Henderson.

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CALENDAR

August 28-30	Biobased Industry Conference Iowa State University
October 11	Venture Capital Conference Polk County Convention Center
October 15-22	Mexico Trade Mission



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More natural growth at Frontier

Frontier Natural Products Co-op is adding 30,000 square feet to its manufacturing, distribution and office operations at its Norway, Iowa, headquarters. The \$3 million expansion will create 20 jobs paying an average wage of \$17.59 per hour.

The Economic Development Board approved a \$63,000 incentive from the Community Economic Betterment Account (CEBA) for the company to expand in Iowa. Frontier is one of the nation's largest processors and marketers of natural and organic herbs, spices and foods.

The Iowa Department of Economic Development's CEBA program provides financial assistance to companies that create new quality employment opportunities, retain existing jobs and make new capital investment in Iowa.

If your company would like to confidentially discuss expansion plans with an IDED project manager, phone 1.800.245.4692.

NANOTECHNOLOGY IS HUGE AT IOWA'S BIOFORCE

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BioForce's patented product, the NanoArrayer™, is the centerpiece of the company's products and technologies.

Designed for biomedical purposes and costing upwards of \$125,000, "The NanoArrayer System allows researchers to run many tests with very little material—from a small sample of spinal fluid or a newborn's blood," says Henderson.

"The NanoArrayer allows scientists to view and track as many as 1,500 different samples at once. Previously, researchers were restricted to viewing one sample at a time."

BioForce is now collaborating with Iowa State University (ISU) to develop a sensitive nanotechnology-based method for detecting food-borne pathogens.

The company also has research collaborations and grants with the U.S. Department of Defense to find new ways to detect bioterror agents and with the National Cancer Institute and the Food and Drug Administration to apply nano-technology to the screening of ovarian cancer.

BioForce was awarded \$ 500,000 from the Iowa Department of Economic Development to help the company commercialize its technology.

"With new products and services being developed all the time, we anticipate doubling our employment in the next year. We could even see spin-off businesses result as we focus on our specialty markets," says Henderson.