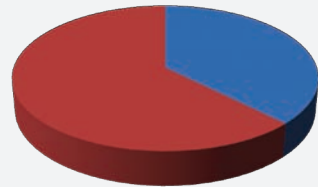
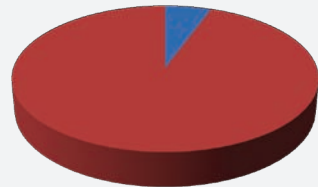


Financial Summary

Income



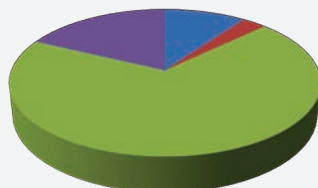
FY2008



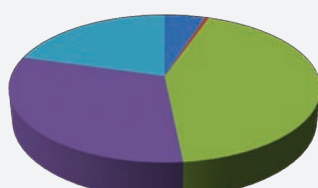
FY2009

- IDED Grants & Project Funds
- Partners

Expenditures



FY2008



FY2009

- Administration
- Consulting
- Marketing
- Workforce Projects
- Laborshed

Partners

Alliant Energy	Employers Council of Iowa	Midwest Partnership Development Corporation
Audubon County Economic Development	Glidden REC	North West REC
Black Hills Energy	Greene County Development Corporation	Sac County REC
Carroll Area Development Corporation	Guthrie Center Municipal Utilities	Sac Economic & Tourism Development
Chamber & Development Council of Crawford County	Guthrie County	Region XII Development Corporation
City of Auburn	Ida County Economic Development	UNI Institute for Decision Making
City of Lake View	Iowa Department of Economic Development	Western Iowa Power Cooperative
City of Sac City	MidAmerican Energy	SIMECA
City of Wall Lake	Midland Power Cooperative	
Denison Community Foundation		

Apprenticeships

Modern apprenticeship has been proven to work for many businesses around the country. As recent studies have projected a "significant labor shortage" in Iowa by 2012, our goal is to ensure businesses in our region a bright and profitable future.

WIAD hosted three Apprenticeship Seminars the last week of June in Denison, Panora and Carroll to provide regional stakeholders the opportunity to learn more about an apprenticeship program that will have benefits for a number of employers.

This showcased apprenticeship program allows businesses to employ new or existing workers at an affordable cost. This means that you, as an employer, do not have to reallocate time and resources or halt everyday business in order to train workers. The end result is a skilled (and licensed, if required) employee who is familiar with your business and industry.

Participating employers have found numerous other benefits for both business and employee. Employees have demonstrated they are more productive and have a higher morale after this type of training, not only because their skills have increased, but because they feel more valued as an employee.

This program is also successful, in part, due to its adaptability and responsiveness to employers' needs. This apprenticeship program is designed to be shaped to be more effective based on your feedback as training continues. For more information on the program, contact Greer Sisson, State Director, Office of Apprenticeship, U. S. Department of Labor – sisson.greer@dol.gov or 515.284.4691

Contact a Western Iowa Advantage partner if you have an idea for a seminar or workshop that you think would be beneficial to your business and others in the region.

Awards

The 2009 "Outstanding Business of the Year" Venture Award was presented to Platinum Ethanol located in Arthur (Ida County) by Iowa Area Development Group.

The Des Moines Business Record recognized Brokers International of Panora (Guthrie County) as the 2009 1st Place Winner, Best Places to Work in Central Iowa.

B&D Manufacturing, based out of Scranton (Greene County), was the recipient of the Renew Rural Iowa Entrepreneur of the Month Award from Iowa Farm Bureau Federation (IFBF) in November, 2009.

Galva Holstein Ag, LLC (Ida County) was selected by Iowa Department of Agriculture Secretary Bill Northey as the 2009 Ethanol Marketer of the Year award for their efforts to promote ethanol and expand the availability of higher ethanol blends. In addition, Galva Holstein Ag, LLC also installed the first ethanol blender pump in Iowa!

Ida County was recognized by Progressive Farmer in their annual Best Places to Live in Rural America issue as the 3rd Best Place to Live and Raise a Family in Rural America.

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2009
ANNUAL REPORT



Scouting For Business Leads

Community Venture Network

Western Iowa Advantage purchased a membership to the Community Venture Network (CVN) in late 2007. CVN presents an opportunity for small, up-start companies to make presentations to a handful of economic development groups who are trying to recruit them to the communities they serve. Usually these businesses are in need of loans, grants, and/or equity assistance. Many of the businesses there need site selection help from economic developers, but nearly all of them know their product and market potential very well.

Through March 2009, economic developers from the Western Iowa Advantage region have heard presentations from approximately 60 companies at CVN. These companies have represented various industries, such as agribusinesses, call centers, information technology, and finance. Demonstrating the diversity of the group, one presentation was by a harmonica maker.

In recent months, Western Iowa Advantage developers have collaborated on conference calls to help these businesses learn more about the region, and for developers to ask for specific questions of the business owners. Several companies have showed interest in the region. Economic developers continue to seek information from, and exchange information with, businesses associated with CVN on an ongoing basis. The goal is to find good mutual fits for both the company and region.

Sell Iowa

Western Iowa Advantage was represented on the Seattle Sell Iowa mini-trip from August 25th-28th, 2008.

A Sell Iowa trip involves a series of business appointment meetings organized by the Iowa Department of Economic Development in a large metropolitan market outside of Iowa.

Attending each trip are several project managers from Iowa DED and a select few developers from across the state. The developers of Western Iowa Advantage have elected to attend as a region in order to be represented more frequently at state events, which could not be done if attempted as an individual county.

While in Seattle, Western Iowa Advantage was able to meet with five companies, several with operations in Iowa, and several of which both Iowa DED and WIAD would like to consider locating operations in Iowa sometime in the future.

Speculative Building Program

With a lack of vacant industrial buildings to lure companies to locate to the Western Iowa Advantage (WIAD) region, the economic developers came up with a novel solution: the Virtual Spec Building program.

The Virtual Spec Building is a computer-aided design of how an actual building might look on a particular parcel of property in any of the eight counties that make up the Western Iowa Advantage region. In association with Ayars & Ayars, LLC, a design/build firm with offices in Omaha and Lincoln, NE, and funded through a grant provided by the Iowa Department of Economic Development, development of the program has taken almost a year.



The idea behind the Virtual Spec Building program is simple: By placing the virtual spec building on a specific parcel of property, and animating the computer renderings of the building, both inside and out, a prospective company can see how the building might fit into their overall plans. By viewing the computer renderings of the building, a company can also determine if modifications to the design would better suit their needs. Buildings can be constructed in as little as 6 months, from design to completion of construction, depending on several factors including weather.

The animated Virtual Spec Building designs will be placed on the Western Iowa Advantage website, as well as the websites for each of the counties in the region. As technology continues to drive innovation, the Western Iowa Advantage partners continue to work on the cutting edge.



Above: Computerized renderings of building layouts using Virtual Spec Building

Tradeshows

WIAD members participated in Windpower 2009 held at McCormick Place in Chicago. Team visits were made to industries represented at the trade show by the developers and each developer participated in promoting the State of Iowa at the IDED exhibitor booth. Flash drives with preloaded information on the wind industry in Iowa were provided to leads generated. A networking event was also hosted and well attended by prospect industries. The Windpower event was attended by over 5,000 visitors this year.

WIAD members accompanied staff from the Iowa Department of Economic Development to Anaheim, CA for the International Food Technologies trade show in June 2009. With 900 exhibitors and 6,000 delegates, the IFT is the largest food ingredients/processing show in the United States. A number of contacts were made with companies from around the world demonstrating the value of Iowa as a place to do business for food processing.

The annual BIO conference was held in Montreal, Canada in 2009. Along with the Iowa Department of Economic Development, WIAD had a presence at the conference to promote the Hawkeye State to companies involved in bio-tech businesses.



This image was taken at the recent Windpower international convention sponsored by the American Wind Energy Association in Chicago, IL. All 50 states and over 70 countries were represented. There were a record 23,000 attendees this year. Rita Frahm & Jim Gossett representing Western Iowa Advantage participated with the Iowa Department of Economic Development booth at the event. Each developer partnered with an employee of the State to form a team and set up meetings with industry prospects. The State of Iowa hosted a Governor's reception for prospects of interest. Governor Chet Culver and Royce Stanley, Iowa Office of Energy Independence, were also at the reception to meet one on one with the developers and prospects. This provided a great networking opportunity for those in attendance. This convention provided a wealth of information regarding trends within the wind industry and opportunities that exist in that market.

Together Towards the Future

Western Iowa Advantage is a collaborative effort of economic development officials in Adair, Audubon, Carroll, Crawford, Greene, Guthrie, Ida and Sac Counties. Our objectives are to embrace, leverage and promote our strengths of the region which are:

- QUALITY OF LIFE
- RENEWABLE ENERGY
- MANUFACTURING
- BIOSCIENCES



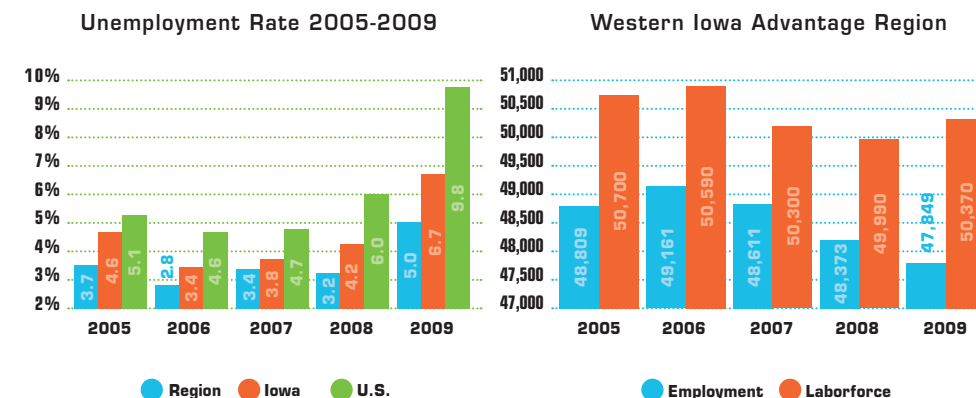
2009 Workforce Summary

The state of the U.S. economy affects the Western Iowa Advantage region in a number of ways. While unemployment rates are increasing, the region continues to fare better than the state of Iowa, and far better than the U.S. (see chart).

This is due to quality employers who work hard to gain market share and do everything possible to keep employees in order to be prepared for the next upswing in the economy.

The region's laborforce numbers have been consistent since 2005. Employment, however has fallen as employers have drastically pulled back on hiring.

The Western Iowa Advantage region has seen some reduction in workforce, as noted in the chart below.



WIAD Laborshed Reports

Labor availability or "laborshed" reports are available for the Western Iowa Advantage Region. Funding for the reports was provided through WIAD. These comprehensive reports present a statistical profile of the available labor force in the area including primary and secondary skills, prevailing wage scales and commuting patterns. The results of the study assist existing and potential new businesses in better understanding the area's labor force and their characteristics. Each county in the Western Iowa Advantage Region received an updated laborshed report in October 2008. Updated laborshed reports are anticipated for the region in 2010.

Workforce Needs Assessment

Iowa Workforce Development conducted the second annual Workforce Needs Assessment from September 2008 through January 2009. In addition to vacancy and retirement data, this year's survey included questions pertaining to average hourly starting wage. Released in August 2009, the analysis of the survey illustrates the demand for workers and skills required in the workforce in the Western Iowa Advantage Region. This information can be used by economic developers, government leaders, educators, and state agencies to guide their decision making on issues related to workforce development, vocational training, and employee recruitment programs. The Workforce Needs Assessment Survey was made possible by funding from the Iowa Legislature.