



The High Quality Jobs Program

A Report to the Legislative Tax Expenditure Committee



Submitted by the Iowa Economic Development Authority — December 19, 2016



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program description

The High Quality Jobs (HQJ) program is the premier business development program administered by the Iowa Economic Development Authority (IEDA). The program is a flexible one, allowing the Authority to provide various forms of tax incentives to eligible businesses that meet certain job creation and capital investment requirements.

The program was established in Iowa Code chapter 15, part 13, sections 15.326 through 15.337. The administrative rules for the program are found at 261 IAC 68. More information on the program can be found on the authority's website at: www.iowaeconomicdevelopment.com.

The High Quality Jobs (HQJ) program is the premier business development program administered by the Iowa Economic Development Authority (IEDA).

History

The High Quality Jobs program is not the first state program to peg incentives for businesses to job creation and capital investment. In 1994, the "New Jobs and Income Program" (NJIP) was created and it was the forerunner of the HQJ program. For example, the NJIP required that an eligible business make a capital investment of at least \$10 million, create at least 50 jobs, meet certain minimum wage levels, and pay as a benefit at least 80 percent of the cost of health insurance. Retail businesses were not eligible for the NJIP.

The Iowa Department of Economic Development administered the NJIP for a period of 10 years from 1995 to 2005. Then, in 2005, the program was overhauled and renamed the High Quality Job Creation program. The basic concept of the NJIP was retained. Requirements for job creation, capital investment, wage levels, and benefits were kept when the program was overhauled, but the eligibility and incentive structures were significantly changed. Then, in 2009, the program's contract administration provisions were standardized with those of the Grow Iowa Values Fund and the name of the program was changed to simply the High Quality Jobs program. Most recently, in 2012, a direct financial assistance component was added to HQJ.

Core Eligibility Requirements

To be eligible for the incentives available under the program, a business must meet certain baseline requirements.

An Engaged Local Partner

The first requirement for eligibility is to have a willing local community as a partner. If the business is making a capital investment of \$10 million or more, the local community has to have approved the location or expansion of the business. This requirement ensures that for significant projects, the local community is an engaged partner.

To be eligible for the tax incentives available under the program, a business must meet certain baseline requirements.

Not an Intrastate Re-location

Second, the business cannot have closed or substantially reduced its operations in one area of the state in order to relocate substantially the same operations into another community elsewhere in the state. This requirement serves to prevent the state from incentivizing intrastate relocation projects, particularly if it would only benefit one local community at the expense of another.

Job Creation and Wage Threshold Requirements

Third, as part of its project, the business must meet certain job creation/retention and wage threshold requirements. These jobs are sometimes referred to as “incented” jobs because the incentives are contractually tied to the job requirements and the business must meet them in order to receive and retain the incentives. In addition, in order to qualify, the wages of the employees in the incented jobs must meet certain wage thresholds. The qualifying wage threshold is the local “laborshed wage.” Because laborshed wages are calculated based on an employment area’s actual commuting patterns and exclude retail, healthcare and governmental wages, thereby creating a wage that is more representative of the market than an average county wage previously used. If the business is creating jobs, the incented jobs must pay 100 percent of the qualifying wage threshold at the start of the project, at least 120 percent by the end of the project, and at least 120 percent during the maintenance period. If the business is retaining jobs, the requirement is 120 percent of the qualifying wage threshold at all times during the contract period. For projects in counties that are determined to be an “economically distressed area,” jobs only need to meet the 100 percent laborshed wage threshold through the life of the project.

Sufficient Benefits

Fourth, the business must provide a sufficient package of benefits to each employee holding an incented job. The IEDA board has adopted rules determining what a “sufficient package of benefits” is. To qualify for incentives, a business must pay either (1) 80 percent of the premium cost of a single health insurance plan, (2) 50 percent of the premium cost of a family plan, or (3) provide some form of medical coverage and provide the monetary value of (1) or (2) in the form of other benefits. IEDA reviews the sufficient benefit requirement on a regular basis. Data collected in an Iowa business survey is used to match this requirement with market conditions.

Return on Investment

The business must also demonstrate that the incented jobs will have a sufficient impact on state revenues to justify the amount of incentives provided. This is determined by the IEDA using a metric called “the fiscal impact ratio” (FIR). The FIR is calculated by estimating the amount of taxes to be received from a business and dividing that estimate by the amount of the financial incentives to be provided to the business. The FIR is designed to reflect a 10-year period of taxation and incentives and is expressed in terms of current dollars.

Not a Retail Business

The business must not be ineligible for certain other reasons. For example, retail businesses are not eligible for incentives; neither are businesses with a history and practice of violating state laws.

A High Quality Project

Finally, before awarding incentives under the program, the IEDA must consider the overall quality of the project. The program lays out a number of factors for evaluating this, including the quality of the jobs as measured by such things as wage scale, turnover rate, and career prospects, the impact of the project on other businesses in competition with the project, and the project’s current and future economic impact to the state.

Core Eligibility Requirements

An Engaged Local Partner

Not An Intrastate Location

Job Creation And Wage

Threshold Requirements

Sufficient Benefits

Return On Investment

Not A Retail Business

High Quality Project

Available Incentives

The High Quality Jobs program is a truly flexible tool for economic development. A business that meets the core eligibility requirements of the program qualifies for a number of different types of tax incentives. The Iowa Economic Development Authority (IEDA) works with each eligible business to arrive at a package of incentives that makes the most sense for that business project and for its individual needs.

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Sales and Use Tax Refund

An eligible business qualifies for a refund of some of the sales and use taxes it pays under chapter 423. The refund may be provided for taxes paid on gas, electricity, water, or sewer utility services, goods, wares, or merchandise, or on certain services related to the construction or equipping of the business' facility. The refund is awarded by the IEDA but must be claimed from the Department of Revenue.

Third-party Sales Tax Credit

An eligible business qualifies for a corporate income tax credit for sales taxes paid by certain third-party developers on gas, electricity, water, or sewer utility services, goods, wares, or merchandise, or on certain services related to the construction or equipping of the business' facility. The tax credits are refundable or, at the business's option, may be carried forward up to seven years.

Value-added Property Tax Exemption

The participating local community may exempt from property taxation all or a portion of the actual value added by improvements to real property directly related to the new jobs created by the project. The exemption cannot exceed 20 years from the year the improvements are first assessed for taxation.

Investment Tax Credit

An eligible business qualifies for a tax credit equal to a certain percentage of the new investment directly related to new jobs created or retained by the business' project. The percentage of the credit depends on the amount of investment and is calculated according to the schedule of incentives.

Insurance Premium Tax Credit

An eligible business qualifies for an insurance premium tax credit equal to a certain percentage of the new investment directly related to new jobs created by the project. The tax credit is amortized equally over a five-year period and is available only against the insurance premiums tax. A tax credit in excess of the tax liability can be carried forward up to seven years. The percentage of the credit depends on the amount of investment and is calculated according to the schedule of incentives.

Supplemental Research Activities Tax Credit

If the eligible business is increasing research and development activities in the state, the business may be eligible for a corporate tax credit during the period the eligible business is participating in the program. This credit is in addition to the tax credit administered by the Department of Revenue. The credit is refundable or, at the business's option, may be carried forward one tax year. The amount of the credit varies according to business gross revenues.

Direct Financial Assistance

An eligible business may qualify for direct financial assistance. Assistance may be awarded in the form of low-interest loans and/or forgivable loans. The amount of the direct financial assistance varies according to need, availability and other factors.

TOOLBOX OF INCENTIVES

Sales and use tax refund

Third-party sales tax credit

Value-added property tax exemption

Investment tax credit

Insurance premium tax credit

Supplemental R&D credit

Direct Financial Assistance

Schedule Of Requirements For Tax Incentives

The amount of incentives that can be awarded increases according to a schedule: the more jobs are created and the more capital is invested in a project, the more incentives a business is eligible to receive.

| Amount of Qualifying Investment | No Jobs Created Modernization or Retention Projects Only | Number of Jobs Created or Retained with a Qualifying Wage Including Sufficient Employee Benefits Equal to 120% of the County Wage | | | |
|---------------------------------|---|---|---|---|--|
| | | 1 - 5 Jobs | 6 - 10 Jobs | 11 - 15 Jobs | 16+ Jobs |
| Less than \$100,000 | Up to 1% ITC | Up to 2% ITC | Up to 3% ITC | Up to 4% ITC | Up to 5% ITC |
| \$100,000 - \$499,999 | Up to 1% ITC Sales Tax Refund | Up to 2% ITC Sales Tax Refund | Up to 3% ITC Sales Tax Refund | Up to 4% ITC Sales Tax Refund | Up to 5% ITC Sales Tax Refund |
| \$500,000 + | Up to 1% ITC Sales Tax Refund Research Activities Tax Credits | Up to 2% ITC Sales Tax Refund Research Activities Tax Credits | Up to 3% ITC Sales Tax Refund Research Activities Tax Credits | Up to 4% ITC Sales Tax Refund Research Activities Tax Credits | Up to 5% ITC Sales Tax Refund Research Activities Tax Credits |
| Amount of Qualifying Investment | Number of Jobs Created or Retained with a Qualifying Wage Including Sufficient Employee Benefits Equal to 120% of the County Wage | | | | |
| | 31 - 40 Jobs | 41 - 60 Jobs | 61 - 80 Jobs | 81 - 100 Jobs | 101+ Jobs |
| \$10,000,000 or more | Up to 6% ITC Sales Tax Refund Research Activities Tax Credits Local Property Tax Exemption | Up to 7% ITC Sales Tax Refund Research Activities Tax Credits Local Property Tax Exemption | Up to 8% ITC Sales Tax Refund Research Activities Tax Credits Local Property Tax Exemption | Up to 9% ITC Sales Tax Refund Research Activities Tax Credits Local Property Tax Exemption | Up to 10% ITC Sales Tax Refund Research Activities Tax Credits Local Property Tax Exemption |

While the schedule represents the maximum amount of incentives for which an eligible business could qualify, before actually making an award, the IEDA negotiates the amount of tax incentives in order to ensure that incentives are appropriate to the needs of the project and that the goals of the program are being achieved.

Administration

The High Quality Jobs program is administered by the IEDA in an efficient, accountable and transparent manner. Total assistance is budgeted for annually, each award is subjected to a due diligence process and a fiscal impact analysis, the final amount of the award is negotiated with the business, a matching contribution from the local community is required, and all contractual requirements must be met in order for the incentives to be claimed.

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Aggregate Cap

The program is subject to the maximum aggregate tax credit limitation in Code section 15.119. After subtracting the amounts specifically allocated to other tax credit programs, \$130 million remains available for the High Quality Jobs Program. For fiscal years 2017 through 2021, the IEDA may allocate no more than \$105 million to the High Quality Jobs Program.

Due Diligence Process

The IEDA uses a rigorous due diligence process in determining which projects to fund and at what levels. IEDA staff review all applications to ensure that each applicant meets the program eligibility requirements.

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In addition to reviewing each application for threshold eligibility, the IEDA also considers additional factors. One of these factors is whether the applicant has previously been awarded assistance from the IEDA and what that applicant's performance was under that earlier award.

Another factor is the result of the review process conducted by the IEDA board's due diligence committee.

This review includes, but is not limited to, lien searches, reports of violations of law, lawsuits and other relevant information about the applicant and its ability to perform the requirements of a contract for assistance.

A third factor is the result of a report on the business' record of environmental law compliance. This report is required by law to be considered.

Finally, during the review and due diligence process, IEDA staff negotiate with the applicant concerning dollar amounts, terms, collateral requirements, conditions of the award, or any other relevant aspects of the applicant's project. The board frequently offers an award that is substantially different than what is requested by the applicant. Simply meeting the minimum eligibility requirements of the program does not guarantee that the final amount and nature of assistance will be offered or provided according to what was requested by the applicant. In other words, each project and each applicant is unique, and the IEDA board and staff attempt to put together an award that most effectively helps the applicant complete its project while also protecting the interests of the state.

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Negotiated Awards

When negotiating the final amount of incentives to be awarded to a business, the IEDA considers many factors. Those factors include the following:

Level of Need

Generally speaking, the IEDA recognizes three justifications for the provision of incentives under the program:

- 1) The business can raise only a portion of the debt and equity necessary to complete the project. A gap between sources and uses exists and state or federal funds or both are needed to fill the gap.
- 2) The business can raise sufficient debt and equity to complete the project, but the returns are inadequate to motivate a company decision-maker to proceed with the project. Project risks outweigh the rewards.
- 3) The business is deciding between a site in Iowa (site A) and a site in another state (site B) for its project. The business argues that the project will cost less at site B and will require a subsidy to equalize costs in order to locate at site A. The objective is to quantify the cost differential between site A and site B.

A business must apply for the tax incentives before beginning work on a project. Projects that have already been initiated do not receive assistance under the program.

Quality of the Jobs

The IEDA places greater emphasis on projects involving jobs that:

- 1) Have a higher than average wage scale.
- 2) Have a lower turnover rate.
- 3) Are full-time or career-type positions.

Percentage of Created Jobs that are High Quality Jobs

The IEDA considers the number of high quality jobs to be created by the projects in proportion to the total number of jobs to be created before determining what amount of tax incentives and assistance to offer the business.

Economic Impact

In measuring the economic impact to this state, the IEDA places greater emphasis on projects which demonstrate the following:

- 1) A business with a greater percentage of sales out-of-state or of import substitution.
- 2) A business with a higher proportion of in-state suppliers.

- 3) A project which would provide greater diversification of the state economy.
- 4) A business with fewer in-state competitors.
- 5) A potential for future job growth.

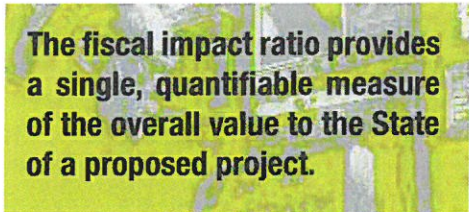
Return On Investment

In addition to the factors listed above, another consideration in negotiating the amount and type of incentives to award to a business is the impact of the project on the state's tax revenues. For each award of incentives under the program, the IEDA calculates the "fiscal impact ratio" of the project. The fiscal impact ratio is an estimate of the state's return on investment, not only at the program level but also for each individual award.

History

In early 2003, Director Blouin tasked the Department of Economic Development to create a tool that would allow for the quantitative analysis of business development incentives. Harvey Siegelman, the former State Economist, was engaged to consult on the project, and a team of tax experts, economic development specialists, and academics was assembled to assist. This team included:

- Dan Otto, Iowa State University
- David Plazak, Iowa State University
- Randy Pilkington, University of Northern Iowa
- Peter Fisher, University of Iowa
- Alan Peters, University of Iowa
- Mike Lipsman, Iowa Department of Revenue
- Lane Palmer, Iowa Economic Development Authority



The fiscal impact ratio provides a single, quantifiable measure of the overall value to the State of a proposed project.

This team spent the better part of 2003 developing and testing the model that eventually became the basis for the fiscal impact ratio used in the High Quality Jobs Program.

Assumptions and Methodology

The fiscal impact ratio provides a single, quantifiable measure of the overall value to the state of a proposed project. The ratio is calculated by dividing the projected state revenues by the total cost of providing the incentives. Projected state revenues include all state income taxes, sales taxes, and other revenue from the company for a period of 10 years. It also includes the estimated state income taxes and sales taxes that will be paid by the employees in the incented jobs for the same 10 year period.

$$\text{Fiscal Impact Ratio} = \text{Projected Revenues} / \text{Incentive Cost}$$

For purposes of the calculation, it is assumed that the proposed project will not be completed unless state assistance is provided. In determining the cost of the incentives, all forms of public investment in a project are counted, including grants, forgivable loans, loans, tax credits, tax abatement, in-kind contributions, subsidized job training, and increased costs to the government stemming from the project, such as increased health, education, welfare and infrastructure costs.

The ratio is designed to use relatively conservative assumptions in its calculations. For example, the ratio does not attempt to estimate secondary impacts or "economic multipliers," and the future revenue and cost numbers it uses are adjusted to reflect present values when the final ratio is calculated. Finally, the ratio also assumes that a business will fully utilize all of the tax incentives awarded under the contract. Frequently, however, a business does not actually claim all of those tax incentives.

While the fiscal impact ratio does not provide "real" numbers (because it is making estimates and assumptions about future events), it does provide a useful measure of a project's economic and fiscal impact and the IEDA routinely relies on this tool to size awards appropriately.

Local Match

Whenever the IEDA is considering making an award under the High Quality Jobs program, the IEDA board attempts to ensure that there is a local match included in the project budget. Having a local match means that the local community, as well as the IEDA, is supporting the business' project and that all involved have a stake in the project's success.

Whenever a project is considered for a High Quality Jobs award, the IEDA board attempts to ensure that there is a local match included in the project budget.

The local match may come from a local government entity such as a city or county, a local development organization or chamber of commerce, a utility company, a local foundation, institution, or endowment, or a council of government.

The local match may be in many forms, including grants, loans, forgivable loans, gifts, or endowments, revolving loan funds, property tax abatements or exemptions, tax increment financing, bond financing, direct investment in infrastructure that supports the business, subsidized building acquisitions or leases, or municipal service rate reductions.

Under the program, the IEDA board requires the local match for tax incentives to be either a property tax abatement or, if provided in another acceptable form, in an amount equal to a five-year period of partial exemption as described in Iowa Code section 427B.3. Tax increment financing is used as the local match in the majority of projects funded under the program. The IEDA board requires the local match for direct financial assistance to be 20 percent of the state's direct financial assistance award.

Contracts, Compliance, and Repayment

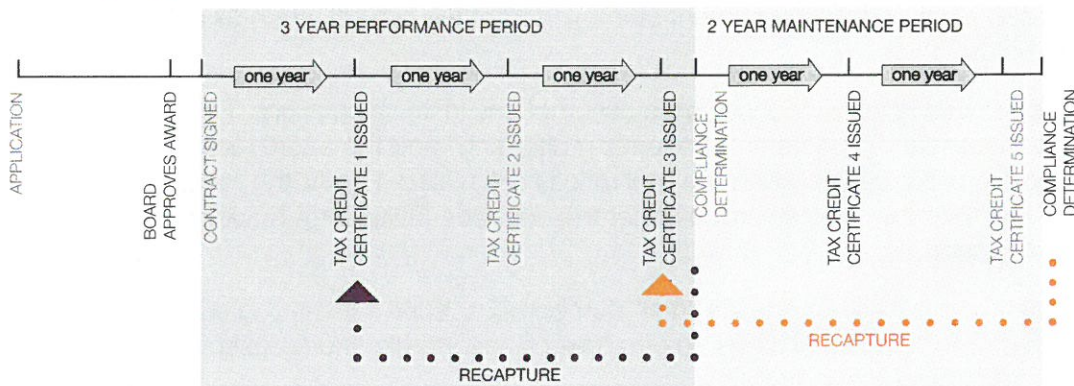
The IEDA enters into a contract for every award made under the program and does not release the incentives until compliance with the terms of the contract has been verified.

Unlike tax benefits that can be claimed directly under the tax laws administered by the Department of Revenue, the tax incentives available under the High Quality Jobs program are awarded. Before the incentives that were awarded can actually be claimed, the business must meet a number of requirements. The IEDA enters into a contract for every award made under the program and does not release the incentives until compliance with the terms of the contract has been verified.

Not every award is accepted by a business. Sometimes, usually for business reasons, an applicant for assistance will decline the award. This does not necessarily mean the business project won't move ahead, often the business simply wishes to retain decision-making flexibility without the requirements that come with a contract.

Sometimes, a business finds that it is unable to completely meet the terms of the contract. In these cases, the IEDA will often work with the business to amend the contract. However, sometimes a business simply fails or is otherwise unable to meet the requirements. In those cases, the business may be referred to the Department of Revenue for the repayment of all or a portion of the tax incentives provided, or required to pay back all or a portion of any direct financial assistance it received.

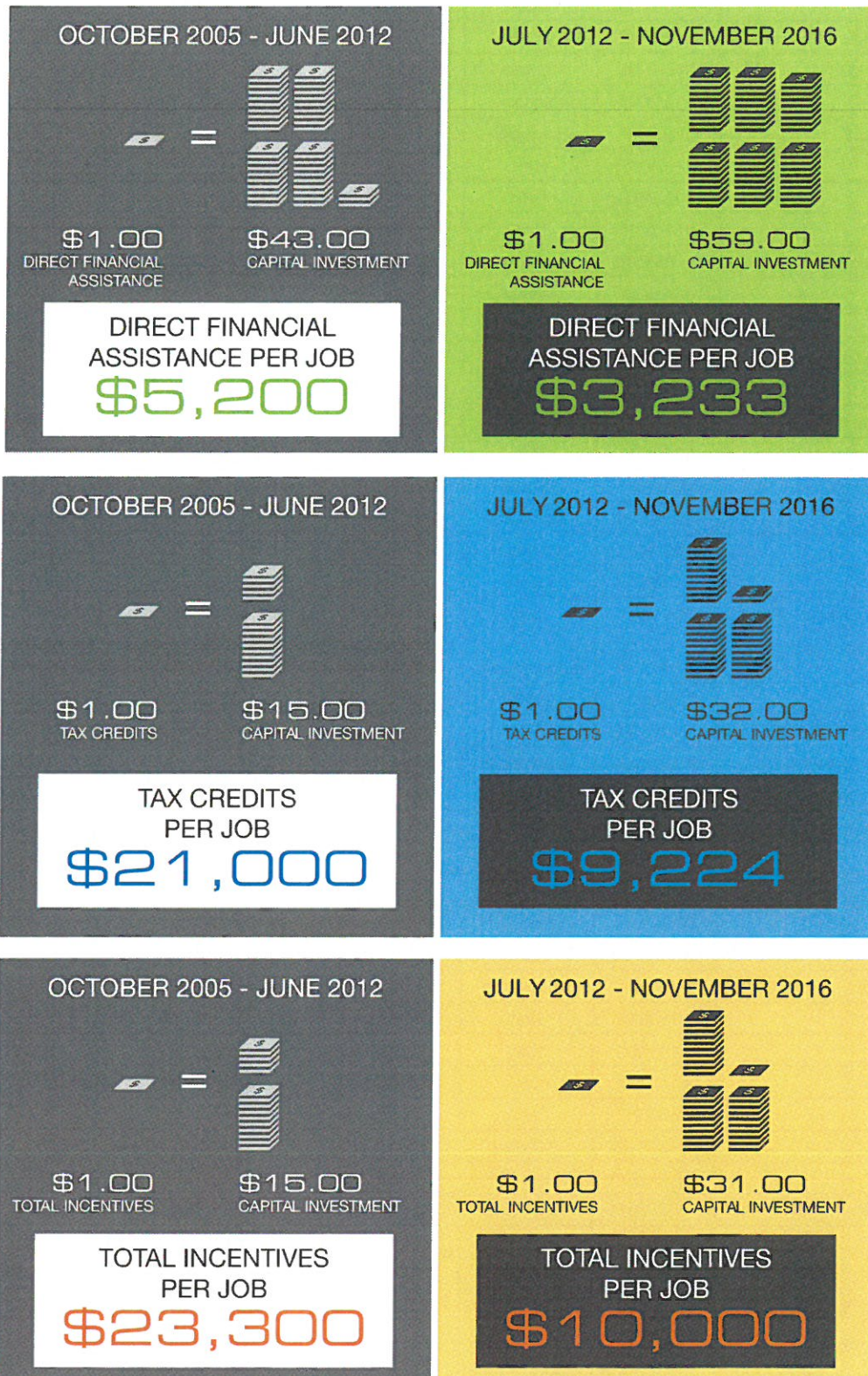
Investment Tax Credit Process



Award Analysis

IEDA is constantly reviewing its programs to ensure their effectiveness. In analyzing the HQJ program, the Authority has conducted a regression analysis to compare the program from inception through June 2012 and from July 2012 through November 2016 when the program was amended to include direct financial assistance component.

The results indicate improvements to the efficiency and effectiveness of the program.



Appendix A: HQJ Project List — Pre-July 2012

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Project Hourly Wage | Total Jobs |
|--|------------|---------------|----------------|--------------------|--------------------|---------------------|------------|
| Plymouth Oil Co. LLC | 7/17/2008 | Plymouth | Bankruptcy | \$18,834,027.00 | \$1,260,041.00 | \$21.38 | 21 |
| Harper Brush Works | 09/15/2011 | Jefferson | Bankruptcy | \$30,000.00 | | \$18.73 | 45 |
| Compacker, Inc. | 7/16/2009 | Scott | Collection | \$929,000.00 | \$46,250.00 | \$22.02 | 38 |
| North American Co-Pack Iowa LLC | 9/16/2010 | Plymouth | Collection | \$1,315,000.00 | \$51,400.00 | \$20.42 | 54 |
| Harvest BioFuels Galbraith, LLC | 2/15/2007 | Kossuth | Default | \$164,800,000.00 | \$12,102,500.00 | \$20.05 | 45 |
| Harvest BioFuels Garner, LLC | 2/15/2007 | Hancock | Default | \$162,600,000.00 | \$12,057,500.00 | \$23.81 | 45 |
| Harvest BioFuels Gilmore, LLC | 4/19/2007 | Humboldt | Default | \$162,500,000.00 | \$12,025,000.00 | \$17.93 | 45 |
| Linweld, Inc. | 11/15/2007 | Polk | Default | \$43,565,750.00 | \$1,467,573.00 | \$26.41 | 7 |
| TNE Holdings LLC | 3/20/2008 | Polk | Maintenance | \$1,006,000.00 | \$35,370.00 | \$24.01 | 3 |
| Skyworks Solutions, Inc. | 8/21/2008 | Linn | Maintenance | \$877,432.00 | \$1,000,000.00 | \$25.92 | 31 |
| Boehringer Ingelheim Vetmedica, Inc. | 11/18/2010 | Webster | Maintenance | \$18,295,338.00 | \$2,102,034.00 | \$20.84 | 497 |
| Lely USA Inc | 11/18/2010 | Marion | Maintenance | \$375,000.00 | \$18,500.00 | \$21.83 | 34 |
| Sysco Iowa | 11/18/2010 | Polk | Maintenance | \$4,730,000.00 | \$152,130.00 | \$23.2 | 0 |
| The ESCO Group-ESCO Automation | 11/18/2010 | Linn | Maintenance | \$4,945,000.00 | \$448,500.00 | \$21.8 | 24 |
| General Electric Co | 12/16/2010 | Des Moines | Maintenance | \$4,749,000.00 | | \$15.74 | 190 |
| E.I. DuPont de Nemours and Company | 1/20/2011 | Polk | Maintenance | \$32,000,000.00 | \$6,960,000.00 | \$23.2 | 138 |
| Indoshell Precision Technologies, LLC | 1/20/2011 | Story | Maintenance | \$6,975,000.00 | \$305,000.00 | \$20.84 | 72 |
| Valent BioSciences Corporation | 4/21/2011 | Mitchell | Maintenance | \$132,461,000.00 | \$3,491,898.00 | \$19.81 | 89 |
| IML Containers Iowa, Inc. | 4/21/2011 | Plymouth | Maintenance | \$11,034,910.00 | \$241,522.00 | \$20.42 | 29 |
| Cargill Incorporated | 4/21/2011 | Webster | Maintenance | \$194,677,783.00 | \$1,152,408.00 | \$19.62 | 146 |
| Hy-Vee, Inc. | 5/19/2011 | Lucas | Maintenance | \$18,362,259.00 | \$836,817.00 | \$19.06 | 10 |
| Danisco US Inc., Genencor Division - A Danisco Company | 5/19/2011 | Linn | Maintenance | \$67,441,269.00 | \$420,482.00 | \$21.8 | 33 |
| Plumrose USA, Inc. | 5/19/2011 | Pottawattamie | Maintenance | \$57,810,000.00 | \$1,020,000.00 | \$18.56 | 100 |
| Seaberg Industries, Inc. | 6/16/2011 | Scott | Maintenance | \$2,960,000.00 | \$149,000.00 | \$22.07 | 112 |
| Diamond V Mills Inc. & DV Technologies Inc. | 6/16/2011 | Linn | Maintenance | \$17,000,000.00 | \$935,000.00 | \$21.8 | 12 |
| Geater Machining and Manufacturing, Co. | 6/16/2011 | Buchanan | Maintenance | \$3,600,000.00 | \$319,000.00 | \$17.02 | 11 |
| AMPC, Inc. d/b/a Proliant Meat Ingredients | 7/21/2011 | Shelby | Maintenance | \$9,550,000.00 | \$508,530.00 | \$12.34 | 13 |
| Intermec Technologies Corporation | 7/21/2011 | Linn | Maintenance | \$14,087,500.00 | \$1,606,395.00 | \$21.8 | 224 |
| Zero Energy Systems, LLC | 8/18/2011 | Johnson | Maintenance | \$6,980,000.00 | \$418,250.00 | \$20.92 | 25 |
| The Lauridsen Group, Inc. | 8/18/2011 | Polk | Maintenance | \$8,700,000.00 | \$673,500.00 | \$23.75 | 16 |
| Proliant Biologicals, Inc. | 8/18/2011 | Boone | Maintenance | \$12,500,000.00 | \$358,000.00 | \$20.16 | 8 |
| Hardi North America, Inc. | 8/18/2011 | Scott | Maintenance | \$3,654,558.00 | \$101,445.00 | \$22.54 | 18 |
| Rembrandt Enterprises, Inc. | 8/18/2011 | Buena Vista | Maintenance | \$3,650,000.00 | \$50,000.00 | \$18.37 | 0 |
| Raining Rose | 8/18/2011 | Linn | Maintenance | \$10,438,885.00 | \$705,116.00 | \$21.8 | 54 |
| Rural Soluxions LLC | 8/18/2011 | Story | Maintenance | \$95,000.00 | \$0.00 | \$16.34 | 20 |
| H.J. Heinz Company L.P. | 9/15/2011 | Linn | Maintenance | \$10,943,367.00 | \$405,904.00 | \$22.25 | 31 |
| Microsoft Corporation | 9/15/2011 | Dallas | Maintenance | \$84,752,337.00 | \$131,242.00 | \$23.75 | 10 |
| Alcoa, Inc. | 9/15/2011 | Scott | Maintenance | \$162,900,000.00 | \$1,360,000.00 | \$22.54 | 350 |
| Link Snacks, Inc. | 10/20/2011 | Pottawattamie | Maintenance | \$9,382,931.00 | \$382,526.00 | \$18.81 | 131 |
| Wapsie Valley Creamery, Inc. | 10/20/2011 | Buchanan | Maintenance | \$991,186.00 | \$73,750.00 | \$18.01 | 26 |
| CJ Bio America Inc. | 10/20/2011 | Webster | Maintenance | \$291,337,000.00 | \$7,711,000.00 | \$20.13 | 180 |
| Energy Control Technologies, Inc. | 10/20/2011 | Polk | Maintenance | \$258,000.00 | \$0.00 | \$18.27 | 13 |
| Fidlar Acquisition Inc. d/b/a Fidlar Technologies | 10/20/2011 | Scott | Maintenance | \$2,670,000.00 | \$186,500.00 | \$22.54 | 48 |
| Land O'Lakes, Inc. | 10/20/2011 | Webster | Maintenance | \$1,119,580.00 | \$100,000.00 | \$19.62 | 26 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Project Hourly Wage | Total Jobs |
|---|------------|---------------|----------------|--------------------|--------------------|---------------------|------------|
| Nestle Purina PetCare Company | 10/20/2011 | Scott | Maintenance | \$19,147,000.00 | \$500,000.00 | \$22.54 | 10 |
| Wacker Chemical Corporation | 11/18/2011 | Wapello | Maintenance | \$7,706,860.00 | \$344,047.00 | \$21.36 | 16 |
| BoDeans Cone Company LLC | 11/18/2011 | Plymouth | Maintenance | \$4,808,590.00 | \$143,422.00 | \$21.39 | 9 |
| A.Y. McDonald Manufacturing | 12/16/2011 | Dubuque | Maintenance | \$2,613,872.00 | \$150,944.00 | \$20.52 | 17 |
| John Deere Des Moines Works | 12/16/2011 | Polk | Maintenance | \$67,800,000.00 | \$9,830,000.00 | \$23.75 | 134 |
| Camoplast Rockland, Ltd. | 1/20/2012 | Dubuque | Maintenance | \$2,452,000.00 | \$131,600.00 | \$20.52 | 37 |
| The Schebler Company | 2/17/2012 | Scott | Maintenance | \$1,516,945.00 | \$28,370.00 | \$22.54 | 4 |
| Curwood, Inc. | 3/26/2012 | Polk | Maintenance | \$24,300,000.00 | \$1,265,625.00 | \$23.75 | 16 |
| Sabre Communications Corporation | 3/26/2012 | Woodbury | Maintenance | \$25,470,955.00 | \$2,045,000.00 | \$15.77 | 337 |
| Clow Valve Company | 3/26/2012 | Mahaska | Maintenance | \$7,900,000.00 | \$237,000.00 | \$20.04 | 6 |
| Martin Brothers Distributing Company, Inc. | 3/26/2012 | Black Hawk | Maintenance | \$5,983,508.00 | \$298,815.00 | \$21.04 | 12 |
| Mobile Track Solutions, LLC | 4/20/2012 | Clayton | Maintenance | \$2,747,625.00 | \$322,937.00 | \$18.2 | 20 |
| Whirlpool Corporation | 4/20/2012 | Iowa | Maintenance | \$3,183,000.00 | \$400,000.00 | \$20.49 | 0 |
| Alpla, Inc. | 4/20/2012 | Johnson | Maintenance | \$12,200,000.00 | \$646,000.00 | \$20.92 | 37 |
| Geneseo Communications Services, Inc. | 4/20/2012 | Scott | Maintenance | \$14,600,000.00 | \$498,900.00 | \$22.54 | 13 |
| Behnke Enterprises, Inc. | 4/20/2012 | Dubuque | Maintenance | \$1,675,000.00 | \$29,216.00 | \$20.52 | 25 |
| AgReliant Genetics, LLC | 5/18/2012 | Boone | Maintenance | \$36,221,729.00 | \$2,103,638.00 | \$20.16 | 34 |
| Arcor Rigid Plastics USA, Inc. | 6/22/2012 | Story | Maintenance | \$24,060,000.00 | \$1,275,000.00 | \$21.25 | 97 |
| East Iowa Machine Company, Inc. (EIMco, Inc.) | 6/22/2012 | Dubuque | Maintenance | \$3,950,000.00 | \$188,000.00 | \$20.52 | 11 |
| Heartland Financial USA Inc. | 6/22/2012 | Dubuque | Maintenance | \$1,720,000.00 | \$96,670.00 | \$15.78 | 50 |
| Mitas Tires North America, Inc. | 8/19/2010 | Floyd | Performance | \$39,882,000.00 | \$2,853,125.00 | \$14.48 | 192 |
| DuPont Danisco Cellulosic Ethanol LLC (DDCE) | 10/21/2010 | Story | Performance | \$0.00 | \$4,631,566.00 | \$20.84 | 60 |
| Kemin Industries, Inc. | 10/21/2010 | Polk | Performance | \$66,695,106.00 | \$5,335,640.00 | \$23.2 | 139 |
| MobileDemand, L.C. | 12/16/2010 | Linn | Performance | \$21,900.00 | \$110,488.00 | \$21.8 | 18 |
| GMT Corporation | 6/16/2011 | Bremer | Performance | \$29,862,625.00 | \$1,591,050.00 | \$20 | 34 |
| New Horizon Cuisine | 7/21/2011 | Polk | Performance | \$2,095,000.00 | \$59,276.00 | \$23.2 | 15 |
| Green Industrial Supply, Inc. | 8/18/2011 | Dubuque | Performance | \$11,365,000.00 | \$704,800.00 | \$20.52 | 16 |
| Exemplar Genetics, LLC | 12/16/2011 | Sioux | Performance | \$1,797,000.00 | \$114,400.00 | \$20.92 | 18 |
| Metal Tech Industries, Inc. and Life Holding Company, LLC | 1/20/2012 | Hardin | Performance | \$4,410,589.00 | \$433,174.00 | \$15.38 | 13 |
| Iowa Fertilizer Company LLC | 2/17/2012 | Lee | Performance | | \$107,500,000.00 | \$20.82 | 165 |
| Digga North America, LLC | 3/26/2012 | Dubuque | Performance | \$2,250,000.00 | \$151,500.00 | \$19.51 | 30 |
| The Toro Company | 4/20/2012 | Polk | Performance | \$500,000.00 | \$614,024.00 | \$23.75 | 26 |
| Google, Inc. | 4/20/2012 | Pottawattamie | Performance | | \$36,600,000.00 | \$18.81 | 35 |
| Cozzini, LLC | 5/18/2012 | Kossuth | Performance | \$2,427,000.00 | \$267,027.00 | \$19.1 | 55 |
| Quatro Composites, a Division of Tec Industries LLC | 6/22/2012 | Sioux | Performance | \$11,856,465.00 | \$313,313.00 | \$19.28 | 99 |
| Van Meter Inc. | 6/22/2012 | Polk | Performance | \$6,400,000.00 | \$222,000.00 | \$23.75 | 11 |
| Mi-T-M Corporation | 10/12/2005 | Dubuque | Project Closed | \$6,417,000.00 | \$736,526.00 | \$19.29 | 44 |
| Pizza Ranch, Inc. | 11/17/2005 | Sioux | Project Closed | \$1,500,000.00 | \$83,160.00 | \$15.99 | 17 |
| Highway Equipment Company | 11/17/2005 | Linn | Project Closed | \$2,010,550.00 | \$67,010.00 | \$23.6 | 20 |
| VeraSun Charles City, LLC | 12/15/2005 | Floyd | Project Closed | \$110,915,000.00 | \$6,514,900.00 | \$19.68 | 51 |
| MMS Thermal Processing, LLC | 12/15/2005 | Scott | Project Closed | \$4,956,500.00 | \$195,182.00 | \$19.67 | 17 |
| NewLink Genetics Corporation | 12/29/2005 | Story | Project Closed | \$2,000,000.00 | \$414,200.00 | \$17.31 | 45 |
| Rockwell Collins, Inc. | 1/19/2006 | Linn | Project Closed | \$14,200,000.00 | \$8,552,500.00 | \$29.05 | 275 |
| Green Plains Renewable Energy, Inc. | 2/16/2006 | Page | Project Closed | \$63,456,500.00 | \$4,155,500.00 | \$17.48 | 33 |
| Procter and Gamble Hair Care LLC | 2/16/2006 | Johnson | Project Closed | \$29,000,000.00 | \$1,522,500.00 | \$17.85 | 40 |
| Central Iowa Energy, LLC | 3/16/2006 | Jasper | Project Closed | \$38,913,500.00 | \$2,355,403.00 | \$20.64 | 28 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Project Hourly Wage | Total Jobs |
|--|------------|---------------|----------------|--------------------|--------------------|---------------------|------------|
| Hawkeye Concrete Products Co. | 3/16/2006 | Des Moines | Project Closed | \$1,943,512.00 | \$114,860.00 | \$18.87 | 19 |
| IML Containers Iowa Inc. | 3/16/2006 | Plymouth | Project Closed | \$9,481,800.00 | \$223,061.00 | \$19.65 | 25 |
| Iowa Renewable Energy, LLC | 3/16/2006 | Washington | Project Closed | \$35,750,000.00 | \$2,298,250.00 | \$14.84 | 25 |
| Pattison Sand Company LLC | 3/16/2006 | Clayton | Project Closed | \$26,000,000.00 | \$1,085,890.00 | \$15.76 | 35 |
| Soy Innovations International | 3/16/2006 | Warren | Project Closed | \$5,108,192.00 | \$96,513.00 | \$16.64 | 10 |
| Alter Trading Corporation-Alter Scrap Processing | 4/20/2006 | Black Hawk | Project Closed | \$5,500,000.00 | \$55,500.00 | \$20.65 | 19 |
| The ESCO Group | 4/20/2006 | Linn | Project Closed | \$523,000.00 | \$142,077.00 | \$23.75 | 17 |
| ConAgra Foods Packaged Foods Co., Inc. | 5/18/2006 | Black Hawk | Project Closed | \$45,800,000.00 | \$4,069,000.00 | \$25.32 | 50 |
| Embria Health Sciences, LLC | 5/18/2006 | Polk | Project Closed | \$12,300,000.00 | \$813,500.00 | \$24.89 | 13 |
| MPC Enterprises, Inc. (Midwest Precast Concrete) | 5/18/2006 | Henry | Project Closed | \$2,453,075.00 | \$33,437.00 | \$19.16 | 22 |
| Western Dubuque Biodiesel, LLC | 5/18/2006 | Dubuque | Project Closed | \$33,545,000.00 | \$1,115,812.00 | \$19.81 | 30 |
| Harbor Group/Interstates Companies | 6/20/2006 | Sioux | Project Closed | \$2,116,000.00 | \$151,800.00 | \$16.27 | 46 |
| PCT Engineered Systems, LLC | 6/20/2006 | Scott | Project Closed | \$5,560,000.00 | \$378,500.00 | \$20.1 | 70 |
| Siemens Power Generation, Inc. | 6/20/2006 | Lee | Project Closed | \$19,356,500.00 | \$880,288.00 | \$18.88 | 261 |
| Archer Daniels Midland Company | 7/20/2006 | Linn | Project Closed | \$542,475,000.00 | \$7,350,000.00 | \$23.96 | 78 |
| Bachman Tool & Die Company | 7/20/2006 | Buchanan | Project Closed | \$2,700,000.00 | \$359,250.00 | \$15.82 | 7 |
| Big River Resources Grinnell LLC | 7/20/2006 | Poweshiek | Project Closed | \$141,825,000.00 | \$11,253,325.00 | \$25.02 | 48 |
| Southwest Iowa Renewable Energy LLC | 7/20/2006 | Pottawattamie | Project Closed | \$224,635,389.00 | \$8,078,588.00 | \$17.72 | 45 |
| Superior Ethanol LLC | 7/20/2006 | Dickinson | Project Closed | \$72,650,000.00 | \$4,684,000.00 | \$19 | 34 |
| Tate & Lyle Ingredients America Inc. | 7/20/2006 | Webster | Project Closed | \$245,200,000.00 | \$17,162,000.00 | \$23.54 | 100 |
| Hardi Midwest Incorporated | 8/16/2006 | Scott | Project Closed | \$820,178.00 | \$77,509.00 | \$20.65 | 44 |
| IPSCO Steel Inc. | 9/21/2006 | Muscatine | Project Closed | \$28,801,000.00 | \$649,395.00 | \$23.74 | 5 |
| Plymouth Energy LLC | 9/21/2006 | Plymouth | Project Closed | \$79,750,000.00 | \$4,742,004.48 | \$21 | 35 |
| Bunge North America, (OPD West), Inc. | 10/19/2006 | Pottawattamie | Project Closed | \$31,602,800.00 | \$700,956.00 | \$15.38 | 5 |
| Dexter Ethanol, LLC | 10/19/2006 | Dallas | Project Closed | \$154,415,000.00 | \$8,546,550.00 | \$21.72 | 61 |
| Direct Mail Holding, LLC | 10/19/2006 | Henry | Project Closed | \$2,885,000.00 | \$29,850.00 | \$19.61 | 56 |
| Big River Resources West Burlington LLC | 12/21/2006 | Des Moines | Project Closed | \$56,200,000.00 | \$2,490,500.00 | \$18.98 | 12 |
| Flint Hills Resources f/k/a Hawkeye Renewables LLC | 12/21/2006 | Butler | Project Closed | \$151,500,000.00 | \$12,686,150.00 | \$18.30 | 38 |
| Further Fuels LLC | 12/21/2006 | Greene | Project Closed | \$132,210,000.00 | \$8,263,000.00 | \$20.01 | 35 |
| Jim Mudd Advertising Agency, Inc. d/b/a The Mudd Group | 12/21/2006 | Black Hawk | Project Closed | \$2,415,000.00 | \$24,919.00 | \$20.77 | 31 |
| Norfolk Iron & Metal Co. | 1/11/2007 | Cedar | Project Closed | \$16,090,000.00 | \$990,550.00 | \$15.49 | 108 |
| 3M Knoxville Tape Manufacturing | 2/15/2007 | Marion | Project Closed | \$8,233,900.00 | \$459,195.00 | \$21.52 | 16 |
| Acciona Windpower North America, LLC | 2/15/2007 | Cedar | Project Closed | \$23,400,000.00 | \$2,328,500.00 | \$19.28 | 39 |
| LMS North America, Inc. | 2/15/2007 | Johnson | Project Closed | \$831,528.00 | \$51,792.00 | \$18.68 | 33 |
| All Energy, Inc. | 4/19/2007 | Delaware | Project Closed | \$154,960,000.00 | \$10,425,000.00 | \$20.71 | 41 |
| Rembrandt Enterprises, Inc. | 4/19/2007 | Buena Vista | Project Closed | \$10,751,427.00 | \$402,306.00 | \$17.54 | 42 |
| Wayne Industrial Holdings, LLC dba Wayne Engineering | 4/19/2007 | Black Hawk | Project Closed | \$8,763,771.00 | \$27,930.00 | \$21.17 | 21 |
| Behr Mason City LLC | 5/17/2007 | Cerro Gordo | Project Closed | \$15,032,798.00 | \$118,779.00 | \$19.02 | 28 |
| Homeland Energy Solutions, LLC | 5/17/2007 | Chickasaw | Project Closed | \$167,692,471.00 | \$13,301,240.00 | \$20.12 | 31 |
| Iowa Laser Technology, Inc. | 5/17/2007 | Black Hawk | Project Closed | \$11,120,000.00 | \$197,800.00 | \$21.17 | 30 |
| Rockwell Collins, Inc. | 5/17/2007 | Linn | Project Closed | \$23,250,000.00 | \$9,512,500.00 | \$31.04 | 275 |
| E.I. DuPont de Nemours and Company/ Pioneer Hi-Bred International, Inc. | 6/13/2007 | Polk | Project Closed | \$23,750,000.00 | \$3,352,379.00 | \$32.38 | 65 |
| Martin Brothers Distributing Company, Inc. | 7/19/2007 | Black Hawk | Project Closed | \$6,050,000.00 | \$353,351.00 | \$21.38 | 18 |
| Red Star Yeast Company, LLC & Bio Springer North America Corp | 7/19/2007 | Linn | Project Closed | \$75,000,000.00 | \$3,250,000.00 | \$25.22 | 35 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Project Hourly Wage | Total Jobs |
|--|------------|---------------|----------------|--------------------|--------------------|---------------------|------------|
| Siouxland Energy & Livestock Cooperative | 7/19/2007 | Sioux | Project Closed | \$40,015,918.00 | \$307,885.00 | \$17.03 | 3 |
| Target Corp. | 7/19/2007 | Black Hawk | Project Closed | \$81,200,000.00 | \$6,628,970.00 | \$21.38 | 51 |
| Becker Underwood | 8/16/2007 | Story | Project Closed | \$10,761,086.00 | \$756,996.00 | \$18.68 | 26 |
| Midwest Chlor-Alkali, LLC | 8/16/2007 | Wapello | Project Closed | \$80,097,000.00 | \$3,000,000.00 | \$17.63 | 13 |
| Air Control, Inc. | 9/20/2007 | Clinton | Project Closed | \$1,002,422.00 | \$48,907.00 | \$18.45 | 14 |
| BiOva, LLC | 9/20/2007 | Poweshiek | Project Closed | \$1,500,000.00 | \$15,000.00 | \$21.23 | 20 |
| Athene Corp. (Aviva USA) | 9/25/2007 | Polk | Project Closed | \$108,400,000.00 | \$13,392,500.00 | \$28.29 | 544 |
| Red Rock Renewables, LLC | 10/18/2007 | Marion | Project Closed | \$151,230,000.00 | \$6,798,389.00 | \$21.55 | 19 |
| Google, Inc. | 11/15/2007 | Pottawattamie | Project Closed | \$300,000,000.00 | \$1,406,250.00 | \$25.02 | 60 |
| Primera Foods Corporation | 11/15/2007 | Hancock | Project Closed | \$11,000,000.00 | \$475,107.00 | \$21.15 | 48 |
| Rockwell Collins Inc. | 11/15/2007 | Linn | Project Closed | \$7,700,000.00 | \$8,212,500.00 | \$31.13 | 310 |
| The Sky Factory LC | 11/15/2007 | Jefferson | Project Closed | \$505,000.00 | \$27,452.00 | \$18.88 | 13 |
| Syngenta Seeds | 12/20/2007 | Johnson | Project Closed | \$32,900,000.00 | \$450,000.00 | \$19.32 | 5 |
| Unverferth Manufacturing Company, Inc. | 12/20/2007 | Butler | Project Closed | \$6,865,250.00 | \$399,894.00 | \$15.18 | 60 |
| Creativision, Inc. d/b/a Performance Display | 2/21/2008 | Polk | Project Closed | \$2,500,000.00 | \$78,650.00 | \$26.61 | 12 |
| Diamond V Mills, Inc. | 2/21/2008 | Linn | Project Closed | \$24,000,000.00 | \$1,453,000.00 | \$25.29 | 16 |
| Siemens Power Generation, Inc. | 2/21/2008 | Lee | Project Closed | \$31,777,000.00 | \$1,862,800.00 | \$18.92 | 287 |
| W.R. Berkley Corporation | 2/21/2008 | Polk | Project Closed | \$17,439,000.00 | \$1,948,000.00 | \$32.5 | 76 |
| Deere Credit Services (DCS) | 3/20/2008 | Polk | Project Closed | \$31,115,000.00 | \$2,497,838.00 | \$32.75 | 125 |
| Hormel Foods Corporation | 3/20/2008 | Dubuque | Project Closed | \$91,409,000.00 | \$6,115,980.00 | \$25.65 | 196 |
| John Deere Risk Protection (JDRP) | 3/20/2008 | Polk | Project Closed | \$0.00 | \$206,381.00 | \$32.75 | 25 |
| E.I. DuPont de Nemours and Company/ Pioneer Hi-Bred International Inc. | 4/17/2008 | Polk | Project Closed | \$33,000,000.00 | \$835,402.00 | \$32.75 | 36 |
| E.I. DuPont de Nemours and Company/ Pioneer Hi-Bred International, Inc. | 4/17/2008 | Cedar | Project Closed | \$4,000,000.00 | \$50,000.00 | \$19.23 | 1 |
| Monsanto Company | 5/14/2008 | Polk | Project Closed | \$11,500,000.00 | \$2,500,000.00 | \$32.24 | 25 |
| Monsanto Company | 5/14/2008 | Buchanan | Project Closed | \$90,200,000.00 | \$7,500,000.00 | \$20.44 | 47 |
| 3M Knoxville Tape Manufacturing | 6/19/2008 | Marion | Project Closed | \$17,600,000.00 | \$957,500.00 | \$22.37 | 29 |
| DISTek Integration, Inc. | 6/19/2008 | Black Hawk | Project Closed | \$280,000.00 | \$18,325.00 | \$21.89 | 12 |
| TEAM Des Moines Partners, LLC | 6/19/2008 | Dallas | Project Closed | \$14,379,360.00 | \$550,330.00 | \$24.01 | 5 |
| Fareway Stores, Inc. | 8/21/2008 | Boone | Project Closed | \$39,050,000.00 | \$1,373,063.00 | \$18.46 | 16 |
| Microsoft Corporation | 9/18/2008 | Polk | Project Closed | \$100,202,774.00 | \$586,000.00 | \$31 | 25 |
| SSAB Iowa Inc. | 10/16/2008 | Muscatine | Project Closed | \$12,010,000.00 | \$1,331,250.00 | \$25.24 | 13 |
| Grain Millers, Inc. | 11/20/2008 | Mitchell | Project Closed | \$12,312,000.00 | \$347,603.00 | \$19.15 | 1 |
| Carleton Life Support Systems Inc. | 1/15/2009 | Scott | Project Closed | \$5,440,000.00 | \$380,160.00 | \$22.16 | 65 |
| Acciona Windpower North America, LLC | 4/16/2009 | Cedar | Project Closed | \$10,726,978.00 | \$212,848.00 | \$16.93 | 0 |
| BoDeans Wafer Company, LLC | 4/16/2009 | Plymouth | Project Closed | \$5,632,500.00 | \$56,894.00 | \$22.1 | 37 |
| H.J. Heinz Company LP | 8/20/2009 | Linn | Project Closed | \$1,768,800.00 | \$88,440.00 | \$21.98 | 2 |
| Midland National Life Insurance Company | 9/17/2009 | Polk | Project Closed | \$4,300,000.00 | \$433,026.00 | \$20.91 | 25 |
| Vizient LLC | 9/17/2009 | Scott | Project Closed | \$862,000.00 | \$69,475.00 | \$22.02 | 21 |
| American Packaging Corporation | 10/15/2009 | Story | Project Closed | \$15,188,600.00 | \$226,158.00 | \$20.63 | 30 |
| E.I. DuPont de Nemours and Company | 10/15/2009 | Polk | Project Closed | \$17,403,000.00 | \$463,340.00 | \$23.23 | 160 |
| Tyson Pet Products, Inc. | 10/15/2009 | Buchanan | Project Closed | \$6,600,000.00 | \$278,425.00 | \$17.32 | 13 |
| E.I. DuPont de Nemours and Company | 3/18/2010 | Polk | Project Closed | \$39,000,000.00 | \$7,200,000.00 | \$23.23 | 400 |
| E.I. DuPont de Nemours and Company | 3/18/2010 | Polk | Project Closed | \$39,000,000.00 | \$7,200,000.00 | \$23.23 | 400 |
| Adams Holdings Iowa, LLC dba Adams Thermal Systems, Inc. | 4/15/2010 | Black Hawk | Project Closed | \$1,770,000.00 | \$71,000.00 | \$20.32 | 12 |
| Ajinomoto U.S.A., Inc. | 5/20/2010 | Wapello | Project Closed | \$35,377,000.00 | \$1,595,000.00 | \$20.92 | 27 |
| Bunge North America (OPD West), Inc. | 5/20/2010 | Pottawattamie | Project Closed | \$10,800,000.00 | \$360,000.00 | \$18.25 | 3 |
| Southwest Iowa Renewable Energy, LLC | 6/9/2010 | Pottawattamie | Project Closed | \$2,900,000.00 | \$61,000.00 | \$16.42 | 1 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Project Hourly Wage | Total Jobs |
|---|------------|---------------|----------------|--------------------|--------------------|---------------------|------------|
| Industrial Design Fabrication and Installation Inc. | 7/15/2010 | Woodbury | Project Closed | \$2,015,000.00 | \$292,486.00 | \$19.97 | 71 |
| American Profol, Inc. | 8/19/2010 | Linn | Project Closed | \$10,900,000.00 | \$1,111,600.00 | \$21.8 | 10 |
| Hy-Capacity, Inc | 8/19/2010 | Humboldt | Project Closed | \$1,103,780.00 | \$169,648.00 | \$18.27 | 28 |
| Sedgwick Claims Management Services, Inc. | 8/19/2010 | Dubuque | Project Closed | \$4,655,492.00 | \$112,721.00 | \$20.07 | 106 |
| Accu-Mold LLC | 9/16/2010 | Polk | Project Closed | \$6,000,000.00 | \$802,800.00 | \$23.2 | 43 |
| Berry Plastics, Inc. | 9/16/2010 | Dubuque | Project Closed | \$8,800,000.00 | \$266,000.00 | \$20.07 | 12 |
| Danisco US | 10/21/2010 | Linn | Project Closed | \$37,926,000.00 | \$3,309,620.00 | \$21.8 | 38 |
| Maharishi Ayurveda Products International, Inc. | 10/21/2010 | Jefferson | Project Closed | \$1,515,000.00 | \$385,800.00 | \$18.47 | 19 |
| DHI Group Inc. (f/k/a Dice Career Solutions, Inc.) | 11/18/2010 | Polk | Project Closed | \$1,750,000.00 | | \$23.2 | 170 |
| E.I. duPont de Nemours, Inc. | 11/18/2010 | Lee | Project Closed | \$1,560,000.00 | \$31,200.00 | \$20.32 | 3 |
| Joseph T. Ryerson and Son, Inc. | 11/18/2010 | Scott | Project Closed | \$7,391,000.00 | \$150,600.00 | \$22.07 | 51 |
| Phoenix Closures | 11/18/2010 | Scott | Project Closed | \$738,000.00 | \$29,520.00 | \$22.07 | 43 |
| Unverferth Manufacturing Co., Inc. | 11/18/2010 | Butler | Project Closed | \$2,000,000.00 | | \$14.27 | 40 |
| Walter G. Anderson, Inc. | 11/18/2010 | Jasper | Project Closed | \$14,600,000.00 | \$720,000.00 | \$19.29 | 60 |
| WebFilings LLC | 12/16/2010 | Story | Project Closed | \$18,358,000.00 | \$2,515,380.00 | \$20.84 | 257 |
| Hewlett-Packard Company | 1/20/2011 | Polk | Project Closed | \$16,700,000.00 | \$465,000.00 | \$23.2 | 212 |
| Weiler, Inc. | 2/17/2011 | Marion | Project Closed | \$4,692,600.00 | \$545,000.00 | \$16.79 | 16 |
| Bachman Tool & Die Co. | 2/17/2011 | Buchanan | Project Closed | \$750,000.00 | \$164,250.00 | \$17.02 | 3 |
| Warren Distribution, Inc. | 3/17/2011 | Pottawattamie | Project Closed | \$5,275,401.00 | \$630,024.00 | \$18.56 | 11 |
| Sara Lee Foods | 4/21/2011 | Buena Vista | Project Closed | \$10,950,000.00 | \$362,750.00 | \$18.37 | 12 |
| Capital City Fruit, Inc. | 4/21/2011 | Warren | Project Closed | \$11,450,000.00 | \$1,000,500.00 | \$18.3 | 42 |
| Flexsteel Industries, Inc. | 4/21/2011 | Dubuque | Project Closed | \$12,000,000.00 | \$1,423,000.00 | \$15.44 | 10 |
| Alter Trading Corporation - Alter Metal Recycling | 5/19/2011 | Scott | Project Closed | \$14,500,000.00 | \$411,418.00 | \$2.07 | 4 |
| Agricultural Machinery Exchange | 6/16/2011 | Hardin | Project Closed | \$645,000.00 | \$60,000.00 | \$20.31 | 19 |
| Bridgestone Americas Tire Operations, LLC | 8/18/2011 | Polk | Project Closed | \$56,600,000.00 | \$108,000.00 | \$23.75 | 72 |
| Tactical 8 Technologies LLC | 1/20/2012 | Polk | Project Closed | \$209,320.00 | \$0.00 | \$23.75 | 23 |
| Tactical 8 Technologies LLC | 2/17/2012 | Black Hawk | Project Closed | \$75,000.00 | \$0.00 | \$16.18 | 15 |
| Retail Acquisition and Development, Inc. | 3/26/2012 | Polk | Project Closed | \$5,198,287.00 | \$95,040.00 | \$23.75 | 57 |
| Expense Reduction Analysts, Inc. | 3/26/2012 | Linn | Project Closed | \$80,000.00 | \$0.00 | \$22.25 | 16 |
| United Suppliers, Inc. | 4/20/2012 | Hardin | Project Closed | \$5,770,000.00 | \$43,075.00 | \$19.99 | 0 |
| John Deere Dubuque Works | 4/20/2012 | Dubuque | Project Closed | \$24,000,000.00 | \$2,700,000.00 | \$20.52 | 169 |
| Pioneer, A Dupont Company | 4/20/2012 | Polk | Project Closed | \$23,000,000.00 | \$5,399,560.00 | \$23.75 | 100 |
| Submittal Exchange, LLC | 5/18/2012 | Polk | Project Closed | \$46,000.00 | \$0.00 | \$23.75 | 23 |
| Solum, Inc. | 6/22/2012 | Story | Project Closed | \$2,140,000.00 | \$158,000.00 | \$21.25 | 25 |

Appendix B: HQJ Project List — Post-July 2012

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Direct Financing | Project Hourly Wage | Total Jobs |
|---|------------|---------------|---------------------------------------|--------------------|--------------------|------------------|---------------------|------------|
| Monsanto Company | 1/18/2013 | Poweshiek | Performance | \$21,500,000.00 | \$1,491,600.00 | | \$18.12 | 8 |
| BoDeans Cone Company, LLC | 6/19/2015 | Plymouth | Performance | \$4,470,000.00 | \$200,000.00 | | \$19.87 | 2 |
| Cloverleaf Cold Storage Co | 7/22/2016 | Woodbury | Contract Sent for Recipient Signature | \$18,000,000.00 | \$405,000.00 | | \$20.17 | 15 |
| Microsoft Corporation | 7/22/2016 | Warren | Performance | \$417,700,000.00 | \$4,725,000.00 | | \$27.92 | 57 |
| General Mills Cereals Properties LLC | 1/17/2014 | Linn | Performance | \$47,180,000.00 | \$3,248,895.00 | \$200,000.00 | \$22.93 | 41 |
| ConAgra Foods | 5/22/2015 | Black Hawk | Performance | \$50,000,000.00 | \$3,935,000.00 | | \$19.13 | 57 |
| Kooima Company, Inc. | 6/17/2016 | Sioux | Performance | \$12,100,000.00 | \$121,000.00 | | \$19.28 | 0 |
| Krause Holdings, Inc. | 8/21/2015 | Polk | Performance | \$151,000,000.00 | \$18,590,000.00 | | \$25.52 | 112 |
| Tyson Fresh Meats, Inc. | 9/16/2016 | Buena Vista | Contract Sent for Recipient Signature | \$30,000,000.00 | \$1,182,000.00 | | \$18.35 | 8 |
| Boehringer Ingelheim Vetmedica, Inc. | 12/19/2014 | Story | Contract Sent for Recipient Signature | \$94,835,172.00 | \$1,963,591.00 | | \$16.45 | 0 |
| HMA Group Holdings, LLC | 7/22/2016 | Dallas | Performance | \$1,877,621.00 | \$987,132.00 | | \$26.72 | 17 |
| Brownells, Inc. | 8/17/2012 | Poweshiek | Maintenance Period | \$13,780,000.00 | \$1,112,260.00 | | \$18.12 | 41 |
| Dexter Laundry, Inc. | 5/20/2016 | Jefferson | Performance | \$6,000,000.00 | \$116,250.00 | | \$15.93 | 0 |
| 3M Company | 8/21/2015 | Marion | Performance | \$25,875,000.00 | \$2,411,300.00 | \$360,000.00 | \$19.49 | 9 |
| Agri-Industrial Plastics Company | 6/17/2016 | Jefferson | Performance | \$4,700,000.00 | \$94,000.00 | | \$15.93 | 3 |
| East Penn Manufacturing Company | 8/21/2015 | Fayette | Performance | \$64,024,684.00 | \$3,083,481.00 | | \$13.55 | 350 |
| John Deere Waterloo Product Engineering Center | 5/16/2014 | Black Hawk | Performance | \$27,737,500.00 | \$1,321,909.00 | | \$18.84 | 29 |
| Pioneer, A Dupont Company | 11/16/2012 | Polk | Project Closed | \$13,000,000.00 | \$4,368,399.00 | | \$23.12 | 100 |
| Progressive Processing, LLC | 11/22/2013 | Dubuque | Performance | \$34,400,000.00 | \$2,073,000.00 | \$240,000.00 | \$19.73 | 91 |
| Silgan Containers Manufacturing Corp. | 2/20/2015 | Des Moines | Performance | \$96,400,000.00 | \$3,750,000.00 | \$550,000.00 | \$14.73 | 120 |
| Ag Processing Inc. a Cooperative | 12/19/2014 | Woodbury | Performance | \$126,900,000.00 | \$1,090,000.00 | \$176,000.00 | \$20.66 | 23 |
| Ajinomoto Heartland, Inc. | 10/16/2015 | Monroe | Performance | \$42,000,000.00 | \$1,770,000.00 | | \$15.73 | 10 |
| Pioneer, A Dupont Company | 11/22/2013 | Polk | Project Closed | \$28,100,000.00 | \$3,507,000.00 | | \$24.32 | 105 |
| Pioneer, A Dupont Company | 2/19/2016 | Polk | Performance | \$500,000.00 | \$14,000,000.00 | | \$26.72 | 500 |
| Plastipak Packaging Inc./PAK REalty, LLC | 2/20/2015 | Wapello | Performance | \$22,040,000.00 | \$848,835.00 | | \$16.67 | 33 |
| Veyance Technologies, Inc. | 4/22/2016 | Henry | Performance | \$7,392,058.00 | \$394,170.00 | \$56,000.00 | \$15.86 | 14 |
| Wells Enterprises, Inc. | 8/21/2015 | Plymouth | Performance | \$19,300,000.00 | \$644,400.00 | | \$20.84 | 19 |
| XTL, Inc. | 11/21/2014 | Pottawattamie | Performance | \$62,036,320.00 | \$1,207,400.00 | | \$20.95 | 50 |
| Jacobson Warehouse Company, Inc. | 9/20/2013 | Polk | Performance | \$2,200,000.00 | | \$250,000.00 | \$24.32 | 10 |
| Martin Brothers Distributing Co., Inc. and Martin Realty Company, LLC | 7/17/2015 | Black Hawk | Performance | \$16,148,000.00 | \$1,267,680.00 | | \$19.13 | 35 |
| McKesson Corporation | 2/20/2015 | Cerro Gordo | Performance | \$65,242,000.00 | \$4,200,000.00 | \$170,000.00 | \$14.79 | 164 |
| Polaris Industries, Inc. | 9/21/2012 | Dickinson | Maintenance Period | \$22,575,000.00 | \$1,503,000.00 | \$395,000.00 | \$13.17 | 79 |
| United Fire & Casualty Company | 6/19/2015 | Linn | Performance | \$28,380,750.00 | \$1,961,781.00 | | \$23.45 | 50 |
| 8040 Holdings, Inc. | 10/16/2015 | Polk | Performance | \$5,150,000.00 | \$278,500.00 | | \$26.72 | 3 |
| Boehringer Ingelheim Vetmedica, Inc. | 12/19/2014 | Story | Contract Sent for Recipient Signature | \$2,812,016.00 | \$166,790.00 | | \$23.21 | 1 |

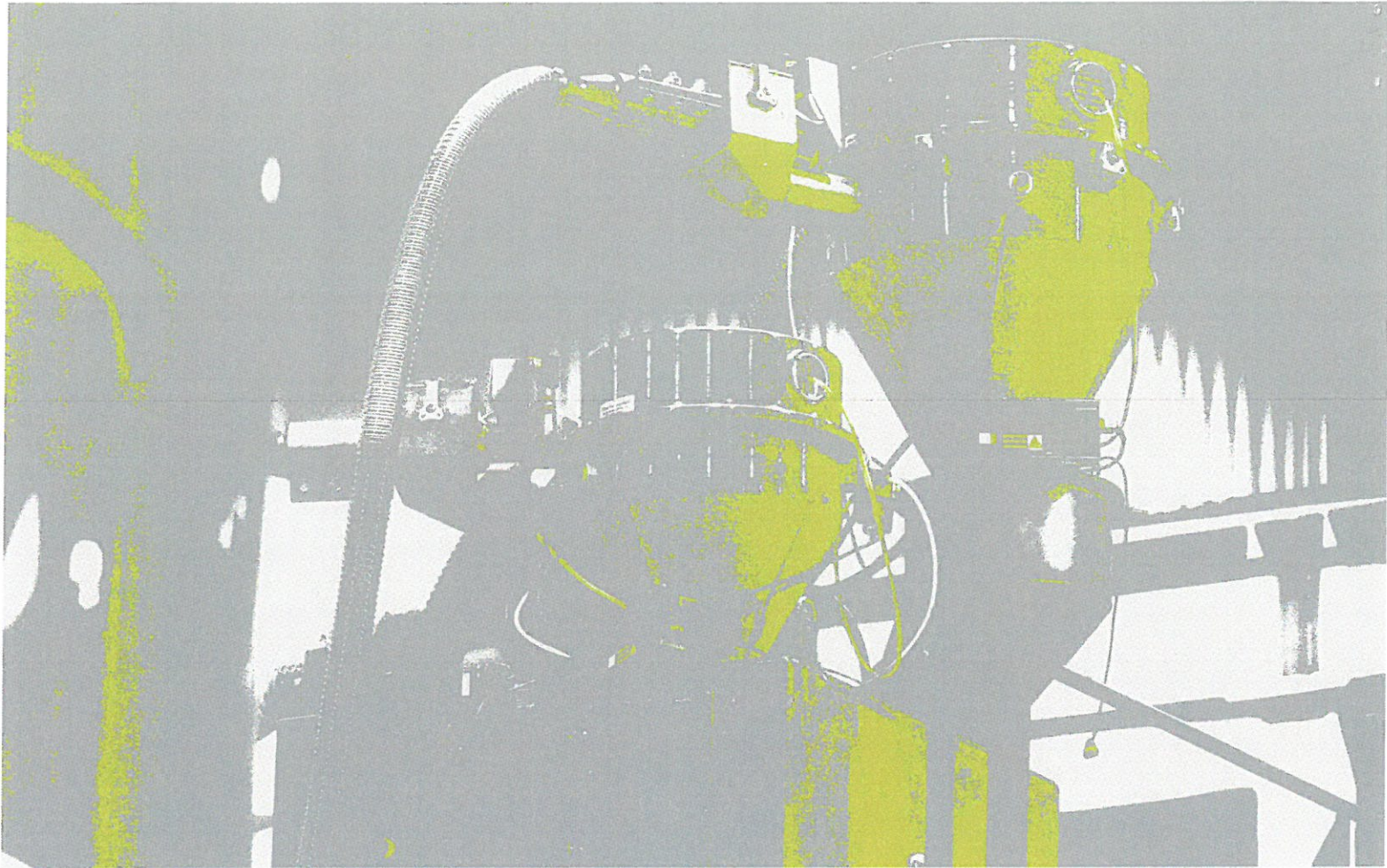
| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Direct Financing | Project Hourly Wage | Total Jobs |
|--|------------|---------------|---------------------------------------|--------------------|--------------------|------------------|---------------------|------------|
| Farmers Energy Cardinal, LLC | 1/29/2016 | Cass | Performance | \$189,900,000.00 | \$4,250,000.00 | | \$18.67 | 49 |
| Frontier Natural Products | 7/17/2015 | Benton | Performance | \$2,762,000.00 | \$49,390.00 | | \$15.76 | 16 |
| Lesaffre Yeast Corporation | 5/22/2015 | Linn | Performance | \$51,250,000.00 | \$1,953,750.00 | \$25,000.00 | \$23.45 | 30 |
| Merchants Bonding Company (Mutual) | 9/19/2014 | Dallas | Performance | \$14,615,153.00 | \$585,072.00 | | \$25.52 | 11 |
| Nor-Am Cold Storage, Inc. | 3/29/2016 | Plymouth | Performance | \$17,875,000.00 | \$185,000.00 | | \$20.84 | 13 |
| Owen Industries, Inc. | 1/17/2014 | Pottawattamie | Performance | \$34,750,000.00 | \$2,036,040.00 | \$50,000.00 | \$19.75 | 35 |
| Rosenboom Machine & Tool, Inc. | 5/20/2016 | Sioux | Performance | \$16,125,000.00 | \$894,700.00 | | \$19.44 | 54 |
| Vogel Paint and Wax Company, Inc. & Vogel Enterprises Limited | 2/19/2016 | Sioux | Performance | \$29,900,000.00 | \$972,500.00 | | \$20.82 | 49 |
| American Packaging Corporation | 5/16/2014 | Story | Performance | \$8,856,500.00 | \$309,237.00 | \$62,500.00 | \$22.01 | 20 |
| Edge Business Continuity Center, LLC & LightEdge Solutions, Inc. | 4/22/2016 | Polk | Performance | \$30,000,000.00 | \$375,000.00 | | \$26.72 | 6 |
| Barilla America, Inc. | 1/16/2015 | Story | Performance | \$26,500,000.00 | \$765,090.00 | | \$23.21 | 23 |
| Emerson Electric Co. | 9/20/2013 | Marshall | Project Closed | \$5,918,000.00 | \$88,770.00 | | \$17.17 | 4 |
| Probioferm LLC & Golden K, LLC | 7/17/2015 | Polk | Performance | \$1,930,000.00 | \$89,560.00 | | \$25.52 | 4 |
| Electrical Power Products, Inc. and Electro Management Corp. | 1/29/2016 | Polk | Performance | \$20,560,333.00 | \$648,103.00 | | \$26.72 | 7 |
| Hy-Vee, Inc. | 3/27/2015 | Polk | Performance | \$70,335,011.00 | \$7,502,750.00 | | \$25.52 | 102 |
| Loffredo Gardens, Inc. dba Loffredo Fresh Produce Co., Inc. | 1/17/2014 | Warren | Performance | \$7,139,000.00 | \$401,670.00 | | \$19.58 | 6 |
| Phantom EFX, LLC | 5/20/2016 | Black Hawk | Contract Sent for Recipient Signature | \$400,000.00 | \$730,359.00 | | \$16.79 | 31 |
| Sadler Power Train, Inc. | 1/18/2013 | Scott | Maintenance Period | \$3,240,000.00 | \$135,450.00 | | \$16.85 | 6 |
| Hydrite Chemical Company | 4/22/2016 | Black Hawk | Performance | \$15,863,400.00 | \$791,795.00 | | \$16.79 | 11 |
| John Morrell & Co., dba Curly's Foods | 4/17/2015 | Woodbury | Performance | \$9,000,000.00 | \$360,000.00 | | \$20.66 | 30 |
| 3M Company | 1/18/2013 | Story | Project Closed | \$24,497,100.00 | \$1,286,500.00 | | \$20.81 | 75 |
| AMPC, Inc. d/b/a Proliant Meat Ingredients | 7/20/2012 | Shelby | Maintenance Period | \$21,700,000.00 | \$336,000.00 | | \$17.98 | 13 |
| Diamond V Mills Inc./DV Technologies, Inc. | 9/16/2016 | Linn | Performance | \$27,950,000.00 | \$1,996,000.00 | | \$0.00 | 16 |
| Frontier Natural Products | 7/17/2015 | Benton | Performance | \$8,433,500.00 | \$390,360.00 | \$82,500.00 | \$19.54 | 23 |
| Innovative Injection Technologies, Inc. | 6/17/2016 | Polk | Performance | \$10,690,000.00 | \$466,800.00 | | \$26.72 | 36 |
| American Enterprise Mutual Holding Company, on Behalf of Itself and Its Affiliates | 7/18/2014 | Polk | Performance | \$24,500,000.00 | \$1,380,000.00 | | \$24.32 | 146 |
| Gavilon Ingredients, LLC | 3/28/2014 | Pottawattamie | Performance | \$4,550,000.00 | \$234,000.00 | | \$19.75 | 11 |
| Rembrandt Enterprises, Inc. | 2/3/2015 | Winnebago | Declined or Rescinded | \$86,540,000.00 | \$9,705,200.00 | | \$14.86 | 197 |
| Spencer NF, Inc. (formerly TJN Enterprises) | 11/22/2013 | Clay | Performance | \$10,300,000.00 | \$644,750.00 | | \$18.24 | 16 |
| Black Cat Blades | 8/17/2012 | Clinton | Performance | \$3,605,000.00 | \$329,500.00 | \$250,000.00 | \$14.36 | 50 |
| Cascade Lumber Company | 12/18/2015 | Dubuque | Performance | \$1,500,000.00 | \$78,750.00 | | \$19.15 | 2 |
| CF Industries Nitrogen | 11/1/2012 | Woodbury | Performance | | \$31,000,000.00 | | \$20.12 | 100 |
| Diamond V Mills Inc. | 2/21/2014 | Linn | Performance | \$30,000,000.00 | \$1,800,000.00 | | \$22.93 | 17 |
| Iowa Premium Beef, LLC | 4/18/2014 | Tama | Performance | \$48,093,441.00 | \$4,000,000.00 | | \$15.42 | 120 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Direct Financing | Project Hourly Wage | Total Jobs |
|---|------------|---------------|---------------------------------------|--------------------|--------------------|------------------|---------------------|------------|
| American Packaging Corporation | 7/17/2015 | Story | Performance | \$44,372,622.00 | \$727,503.00 | \$470,000.00 | \$23.21 | 94 |
| Hirschbach Motor Lines, Inc. | 2/20/2015 | Dubuque | Performance | \$9,000,000.00 | \$150,000.00 | \$500,000.00 | \$16.72 | 99 |
| Jack Henry & Associates, Inc. | 2/19/2016 | Black Hawk | Performance | \$580,000.00 | \$309,895.00 | \$200,000.00 | \$26.72 | 50 |
| VTI Architectural Products, Inc. dba Creative Composites | 7/17/2015 | Butler | Performance | \$2,878,000.00 | \$126,090.00 | \$18,000.00 | \$15.12 | 16 |
| Geater Machining and Manufacturing, Co. | 9/18/2015 | Buchanan | Performance | \$2,500,000.00 | \$82,250.00 | | \$15.53 | 4 |
| HF Chlor Alkali LLC | 1/18/2013 | Monroe | Performance | \$131,577,601.00 | \$1,992,975.00 | \$75,000.00 | \$17.21 | 18 |
| Shine Bros. Corp. | 11/22/2013 | Clay | Performance | \$1,900,000.00 | \$78,500.00 | | \$18.24 | 4 |
| ELPLAST America, Inc. | 9/20/2013 | Linn | Performance | \$5,850,000.00 | \$217,250.00 | | \$22.93 | 10 |
| ReConserve of Iowa, Inc. | 7/22/2016 | Linn | Contract Sent for Recipient Signature | \$12,320,000.00 | \$244,800.00 | | \$23.62 | 0 |
| Rockfarm Holdings, Inc. | 2/21/2014 | Dubuque | Performance | \$2,179,000.00 | \$62,400.00 | \$336,000.00 | \$19.73 | 48 |
| Lone Mountain Truck Leasing, LLC | 8/22/2014 | Pottawattamie | Declined or Rescinded | \$1,326,850.00 | \$79,142.00 | | \$20.95 | 39 |
| Seaboard Triumph Foods, LLC | 5/22/2015 | Woodbury | Performance | \$269,690,089.00 | \$5,501,400.00 | | \$20.66 | 1110 |
| Weems Industries, Inc. d/b/a Legacy Manufacturing Co. | 8/22/2014 | Linn | Performance | \$8,698,550.00 | \$261,750.00 | | \$23.45 | 34 |
| Beck's Superior Hybrids, Inc. | 5/22/2015 | Jasper | Performance | \$14,295,000.00 | \$1,098,650.00 | \$200,000.00 | \$15.87 | 50 |
| Freund-Vector Corporation | 3/28/2014 | Linn | Performance | \$2,160,000.00 | \$151,500.00 | | \$22.93 | 12 |
| AB(MC)2, LLC & Rite-Hite Holding Corporation | 5/20/2016 | Dubuque | Performance | \$8,895,446.00 | \$251,338.00 | \$44,000.00 | \$20.53 | 24 |
| CNH | 8/22/2014 | Des Moines | Performance | \$5,520,000.00 | \$300,600.00 | | \$14.73 | 50 |
| CPM Acquisition Corp. | 7/18/2014 | Black Hawk | Performance | \$715,000.00 | \$26,200.00 | | \$19.13 | 1 |
| Iowa Brewing Company, LLC | 12/19/2014 | Linn | Performance | \$2,130,000.00 | \$78,300.00 | | \$19.54 | 16 |
| Cambrex Charles City, Inc. | 8/17/2012 | Floyd | Maintenance Period | \$17,000,000.00 | \$169,648.00 | \$368,000.00 | \$14.06 | 46 |
| Kunkel & Associates, Inc. | 10/17/2014 | Dubuque | Performance | \$2,400,000.00 | \$173,000.00 | \$128,000.00 | \$20.06 | 18 |
| Simply Essentials, LLC | 3/29/2016 | Floyd | Performance | \$29,901,127.00 | \$1,110,190.00 | | \$15.93 | 254 |
| Alter Trading Corporation | 1/16/2015 | Scott | Performance | \$5,995,500.00 | \$160,225.00 | | \$17.47 | 13 |
| Cedar Ridge Vineyards, LLC | 5/16/2014 | Johnson | Performance | \$1,000,000.00 | \$40,700.00 | | \$21.71 | 1 |
| Transco Railway Products, Inc. | 8/22/2014 | Fayette | Performance | \$14,925,640.00 | \$627,702.00 | \$280,000.00 | \$13.55 | 56 |
| AML Riverside LLC | 5/22/2015 | Webster | Performance | \$5,700,000.00 | | \$500,000.00 | \$16.45 | 30 |
| MCF Operating, LLC dba Mrs. Clark's Foods | 10/17/2014 | Polk | Performance | \$7,300,000.00 | \$305,000.00 | | \$25.52 | 13 |
| Crossroads Cold Storage LLC, a wholly owned division of Des Moines Cold Storage Co., Inc. | 4/22/2016 | Polk | Performance | \$16,774,468.00 | \$512,834.00 | | \$26.72 | 13 |
| Polaris Industries, Inc. | 5/16/2014 | Dickinson | Performance | \$10,000,000.00 | \$706,000.00 | \$300,000.00 | \$15.21 | 150 |
| Pillar Technology Group LLC | 3/27/2015 | Polk | Performance | \$450,000.00 | | \$200,000.00 | \$25.52 | 40 |
| Wilian Holding Company and Transform, Ltd | 11/20/2015 | Polk | Project Closed | \$11,025,000.00 | \$1,283,750.00 | | \$26.72 | 128 |
| Zinpro Corporation | 1/18/2013 | Butler | Maintenance Period | \$21,136,600.00 | \$85,000.00 | \$320,000.00 | \$18.36 | 39 |
| Vspec, LLC & Building A, LLC | 3/29/2016 | Linn | Performance | \$3,675,000.00 | \$240,000.00 | | \$23.62 | 30 |
| Cottingham & Butler Insurance Service, Inc. | 2/20/2015 | Dubuque | Performance | \$590,000.00 | | \$600,000.00 | \$20.06 | 90 |
| Apache Hose & Belting, Inc. | 12/19/2014 | Linn | Performance | \$7,310,000.00 | \$136,800.00 | \$75,000.00 | \$23.45 | 15 |
| Echo Group, Inc. | 5/16/2014 | Pottawattamie | Performance | \$11,078,065.00 | \$738,342.00 | | \$19.75 | 46 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Direct Financing | Project Hourly Wage | Total Jobs |
|--|------------|-------------|---------------------------------------|--------------------|--------------------|------------------|---------------------|------------|
| Ventech Solutions, Inc. | 6/19/2015 | Polk | Performance | \$900,000.00 | | \$500,000.00 | \$25.52 | 200 |
| TriState Quality Metals, LLC | 10/18/2013 | Dubuque | Performance | \$3,730,000.00 | \$146,400.00 | | \$19.73 | 10 |
| The Lauridsen Group, Inc. | 10/18/2013 | Polk | Performance | \$4,108,200.00 | \$265,520.00 | \$320,000.00 | \$24.32 | 40 |
| Hawthorne Direct, LLC | 7/22/2016 | Jefferson | Contract Sent for Recipient Signature | \$385,000.00 | \$45,000.00 | \$75,000.00 | \$15.93 | 15 |
| Prestage Foods of Iowa, LLC | 3/29/2016 | Cerro Gordo | Declined or Rescinded | \$239,250,000.00 | \$11,480,250.00 | | \$15.79 | 922 |
| Accu-Mold LLC | 2/20/2015 | Polk | Performance | \$20,000,000.00 | \$1,680,000.00 | | \$25.52 | 200 |
| Dickten Masch Plastics, LLC | 4/18/2014 | Polk | Performance | \$4,460,000.00 | \$160,050.00 | | \$24.32 | 30 |
| Weiler, Inc. | 4/17/2015 | Marion | Performance | \$6,590,000.00 | \$400,000.00 | \$600,000.00 | \$18.95 | 106 |
| Grace Engineered Products, Inc. | 8/22/2014 | Scott | Performance | \$2,710,000.00 | \$105,800.00 | \$30,000.00 | \$17.47 | 11 |
| Lesaffre Yeast Corporation | 12/19/2014 | Linn | Performance | \$5,000,000.00 | \$152,500.00 | | \$23.45 | 4 |
| Employers Mutual Casualty Company | 12/19/2014 | Polk | Performance | \$33,000,000.00 | \$2,860,000.00 | | \$22.52 | 103 |
| GAR-MRO Services, Inc. and Shojaat Properties, Inc. | 8/21/2015 | Dallas | Performance | \$4,950,000.00 | \$363,500.00 | \$115,000.00 | \$25.52 | 29 |
| HNI Corporation | 2/19/2016 | Muscatine | Performance | \$17,824,413.00 | \$579,523.00 | | \$17.60 | 175 |
| GoDaddy.com, LLC | 8/21/2015 | Linn | Declined or Rescinded | \$6,000,000.00 | \$135,000.00 | | \$23.45 | 131 |
| ePATHUSA, Inc. | 7/22/2016 | Polk | Performance | \$405,750.00 | \$34,545.00 | \$40,000.00 | \$26.72 | 5 |
| Businessolver.com, Inc. | 2/19/2016 | Polk | Performance | \$4,400,000.00 | \$220,000.00 | \$100,000.00 | \$26.72 | 40 |
| Delta Dental of Iowa | 4/18/2014 | Polk | Performance | \$9,395,000.00 | \$251,250.00 | | \$24.32 | 15 |
| Gott Ice Cream?, LLC | 5/16/2014 | Cedar | Performance | \$820,000.00 | \$39,250.00 | \$125,000.00 | \$18.22 | 34 |
| Hardi North America, Inc. | 1/17/2014 | Scott | Performance | \$2,100,000.00 | \$93,000.00 | | \$17.20 | 24 |
| Excell Marketing, L.C. | 4/22/2016 | Polk | Performance | \$5,350,000.00 | \$332,000.00 | | \$26.72 | 58 |
| Exide Technologies, Inc. | 7/20/2012 | Delaware | Declined or Rescinded | \$4,000,000.00 | | \$360,000.00 | \$16.68 | 47 |
| Pella Corporation | 6/19/2015 | Marion | Performance | \$3,365,000.00 | | \$152,000.00 | \$18.62 | 38 |
| Quality Refrigerated Services, Inc. | 6/19/2015 | Clay | Performance | \$4,426,613.00 | \$83,770.00 | | \$18.49 | 14 |
| Federal Mogul Ignition Company | 1/16/2015 | Des Moines | Declined or Rescinded | \$925,000.00 | | \$100,000.00 | \$14.73 | 28 |
| IP Pathways, LLC | 4/18/2014 | Polk | Performance | \$825,000.00 | \$37,500.00 | \$240,000.00 | \$24.32 | 53 |
| Weiler, Inc. | 4/22/2016 | Marion | Performance | \$5,865,000.00 | \$433,000.00 | \$500,000.00 | \$19.49 | 117 |
| Keokuk Mills, LLC | 7/22/2016 | Lee | Performance | \$4,500,000.00 | \$230,000.00 | | \$14.39 | 0 |
| KLM Acquisition d/b/a Aluma LTD | 12/18/2015 | Kossuth | Performance | \$3,030,000.00 | \$69,000.00 | \$40,000.00 | \$19.09 | 0 |
| Sobotka Engineering, Inc. d/b/a Excel Engineering | 11/16/2012 | Ringgold | Project Closed | \$1,630,600.00 | \$85,836.00 | | \$15.64 | 10 |
| Power Distributors LLC | 4/22/2016 | Polk | Performance | \$2,200,000.00 | \$59,400.00 | | \$26.72 | 25 |
| Cottingham & Butler Insurance Service, Inc. | 4/22/2016 | Dubuque | Performance | \$565,000.00 | | \$300,000.00 | \$20.53 | 75 |
| Shearer's Foods Burlington, LLC and Shearer's Food LLC | 9/19/2014 | Des Moines | Performance | \$33,016,400.00 | \$187,158.00 | | \$17.54 | 83 |
| Lewis Machine & Tool Company | 10/18/2013 | Scott | Performance | \$3,600,000.00 | \$115,000.00 | \$550,000.00 | \$17.20 | 163 |
| Ralcorp Holdings, Inc. | 6/19/2015 | Linn | Project Closed | \$10,000,000.00 | \$480,000.00 | | \$23.45 | 163 |
| Swiss Valley Farms Company | 11/21/2014 | Clayton | Performance | \$20,621,340.00 | \$543,040.00 | \$465,000.00 | \$13.70 | 10 |
| Industry People Group (BirdDogHR) | 5/22/2015 | Polk | Performance | \$1,050,000.00 | \$105,000.00 | \$325,000.00 | \$25.52 | 71 |
| Monsanto Company | 11/21/2014 | Muscatine | Performance | \$73,990,000.00 | \$4,155,680.00 | | \$17.06 | 51 |
| Advanced Analytical Technologies, Inc. | 3/27/2015 | Polk | Performance | \$2,009,205.00 | \$256,059.00 | \$500,000.00 | \$25.52 | 0 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Direct Financing | Project Hourly Wage | Total Jobs |
|---|------------|------------|---------------------------------------|--------------------|--------------------|------------------|---------------------|------------|
| Associated Milk Producers, Inc. | 6/17/2016 | O'Brien | Performance | \$16,236,100.00 | \$157,800.00 | \$37,500.00 | \$19.44 | 9 |
| Mobile Track Solutions, LLC | 4/22/2016 | Clayton | Performance | \$5,110,000.00 | \$357,000.00 | \$180,000.00 | \$14.70 | 30 |
| RMA Armament, Inc. | 2/19/2016 | Appanoose | Performance | \$501,305.00 | \$34,550.00 | \$34,000.00 | \$14.42 | 20 |
| Frontier Natural Products | 7/17/2015 | Benton | Performance | \$4,375,000.00 | \$152,250.00 | | \$17.01 | 6 |
| Glycerin Group, LLC dba KemX Global | 1/29/2016 | Boone | Performance | \$27,242,000.00 | \$1,875,500.00 | | \$21.58 | 41 |
| BoDeans Wafer Company, LLC | 1/18/2013 | Plymouth | Maintenance Period | \$7,500,000.00 | \$375,000.00 | | \$19.08 | 11 |
| Express Logistics, Inc. | 8/22/2014 | Dallas | Performance | \$1,128,300.00 | \$58,000.00 | \$130,000.00 | \$25.52 | 19 |
| CharNor, Inc. | 11/20/2015 | Scott | Performance | \$570,000.00 | | \$245,000.00 | \$16.06 | 74 |
| Phantom EFX, LLC | 5/20/2016 | Polk | Contract Sent for Recipient Signature | \$300,000.00 | \$42,703.00 | | \$26.72 | 20 |
| 100INSIGHTS, Inc. d/b/a FunnelWise | 4/17/2015 | Polk | Performance | \$140,000.00 | | \$150,000.00 | \$25.52 | 14 |
| INTL FCStone Inc. | 12/18/2015 | Polk | Performance | \$1,400,000.00 | | \$200,000.00 | \$26.72 | 50 |
| Union Tank Car Company | 3/27/2015 | Muscatine | Performance | \$1,905,000.00 | | \$80,000.00 | \$17.06 | 10 |
| Xpanxion, LLC | 8/21/2015 | Story | Performance | \$360,000.00 | | \$180,000.00 | \$23.21 | 45 |
| TrueNorth Companies, LC and TrueNorth Real Estate, LC | 10/16/2015 | Linn | Performance | \$3,735,327.00 | \$205,676.00 | | \$23.62 | 57 |
| Fastpath, Inc. | 11/20/2015 | Polk | Declined or Rescinded | \$175,000.00 | \$36,250.00 | | \$26.72 | 12 |
| Cambridge Technologies, LLC | 8/21/2015 | Sioux | Performance | \$820,000.00 | \$30,850.00 | \$67,500.00 | \$20.77 | 39 |
| Cognizant Technology Solutions U.S. Corporation | 5/20/2016 | Polk | Contract Sent for Recipient Signature | \$9,001,000.00 | \$511,759.00 | \$812,000.00 | \$26.72 | 1014 |
| Simonsen Iron Works, Inc | 12/19/2014 | Clay | Performance | \$3,000,000.00 | | \$300,000.00 | \$18.49 | 34 |
| Simonsen Iron Works, Inc. | 12/27/2012 | Clay | Project Closed | \$845,000.00 | | \$200,000.00 | \$17.78 | 14 |
| Aero Technologies, LLC | 11/18/2016 | Adams | Awarded | \$1,180,000.00 | \$23,850.00 | \$225,000.00 | \$18.88 | 25 |
| Ajinomoto Heartland, Inc. | 3/22/2013 | Wapello | Performance | \$33,000,000.00 | \$1,150,000.00 | | \$17.21 | 15 |
| Almaco | 2/21/2014 | Story | Performance | \$1,340,000.00 | \$141,725.00 | \$150,000.00 | \$22.01 | 23 |
| American Natural Processors Inc. | 2/22/2013 | Ida | Performance | \$2,492,500.00 | \$206,975.00 | \$100,000.00 | \$16.66 | 10 |
| Blackhawk Engineering, Inc. | 5/17/2013 | Black Hawk | Performance | \$3,560,000.00 | \$137,000.00 | | \$18.25 | 16 |
| C & L Companies, Inc. | 3/22/2013 | Warren | Project Closed | \$1,831,000.00 | \$46,000.00 | | \$18.26 | 8 |
| Cambrex-Charles City, Inc. | 1/16/2015 | Floyd | Performance | \$52,826,000.00 | \$1,330,020.00 | | \$14.93 | 32 |
| Castle Metal, Inc. (Kasteel Metaal B.V.) | 7/19/2013 | Marion | Performance | \$3,245,000.00 | \$184,200.00 | \$200,000.00 | \$17.54 | 26 |
| ConnectFive, Inc. | 12/20/2013 | Johnson | Performance | \$195,000.00 | | \$75,000.00 | \$21.71 | 10 |
| Danisco U.S. Inc. - Genencor Division | 6/21/2013 | Linn | Performance | \$19,850,000.00 | \$900,500.00 | \$55,000.00 | \$21.73 | 11 |
| DENSO Manufacturing Michigan, Inc. | 10/19/2012 | Polk | Maintenance Period | \$521,112.00 | \$34,512.00 | | \$23.12 | 7 |
| Design Mill, Inc. | 6/21/2013 | Dubuque | Performance | \$753,579.00 | \$18,620.00 | \$80,000.00 | \$19.31 | 16 |
| Energy Control Technologies, Inc. | 10/21/2016 | Polk | Contract Sent for Recipient Signature | \$15,000.00 | | \$37,500.00 | \$27.92 | 10 |
| Gelita USA, Inc. | 11/18/2016 | Woodbury | Contract Sent for Recipient Signature | \$22,065,000.00 | \$780,000.00 | \$105,000.00 | \$20.17 | 21 |
| General Electric Company | 10/16/2015 | Des Moines | Performance | \$7,400,000.00 | | \$930,000.00 | \$15.73 | 128 |
| Generation Repair and Service, LLC | 10/19/2012 | Story | Declined or Rescinded | \$10,500,000.00 | \$102,000.00 | | \$20.81 | 7 |
| H.J. Heinz Company | 12/20/2013 | Muscatine | Performance | \$24,500,000.00 | \$825,000.00 | | \$16.37 | 106 |
| Hagie Manufacturing Company | 4/23/2013 | Wright | Project Closed | \$19,500,000.00 | \$1,150,000.00 | \$850,000.00 | \$14.55 | 150 |

| Business Name | Award Date | County | Project Status | Capital Investment | Total Tax Benefits | Direct Financing | Project Hourly Wage | Total Jobs |
|--|------------|-----------|---------------------------------------|--------------------|--------------------|------------------|---------------------|------------|
| Harbor Group Inc. | 10/19/2012 | Sioux | Maintenance Period | \$1,510,000.00 | \$93,500.00 | \$225,000.00 | \$18.66 | 45 |
| Hearth & Home Technologies LLC | 11/18/2016 | Henry | Contract Sent for Recipient Signature | \$7,719,700.00 | \$414,831.00 | | \$16.04 | 28 |
| Helena Industries, Inc. | 6/21/2013 | Polk | Performance | \$4,150,000.00 | \$207,500.00 | | \$23.12 | 3 |
| IMT Insurance Company | 11/18/2016 | Dallas | Awarded | \$36,651,100.00 | \$1,519,305.00 | | \$27.92 | 33 |
| Iowa Cold Storage LLC | 11/18/2016 | Polk | Contract Sent for Recipient Signature | \$14,498,043.00 | \$336,574.00 | | \$27.92 | 1 |
| Iowa Corn Processors, L.C. | 6/21/2013 | Carroll | Performance | \$14,832,000.00 | \$407,550.00 | | \$17.04 | 2 |
| Iowa Drying and Processing, LLP | 10/19/2012 | Osceola | Performance | \$1,310,000.00 | | \$150,000.00 | \$16.75 | 30 |
| JEDA Polymers LLC | 3/28/2014 | Delaware | Performance | \$3,282,500.00 | \$219,625.00 | \$120,000.00 | \$17.20 | 25 |
| Kraft Heinz Foods Company | 11/5/2015 | Scott | Performance | \$163,000,000.00 | \$1,750,000.00 | | \$17.84 | 261 |
| Lime Springs Beef, LLC | 4/23/2013 | Howard | Performance | \$5,393,000.00 | \$234,090.00 | \$500,000.00 | \$12.95 | 50 |
| MediRevv, Inc. | 6/21/2013 | Johnson | Performance | \$2,425,000.00 | \$150,000.00 | | \$20.51 | 56 |
| MetaCommunications, Inc. | 5/20/2016 | Johnson | Contract Sent for Recipient Signature | \$1,632,500.00 | | \$775,000.00 | \$23.24 | 149 |
| Microsoft Corporation | 6/21/2013 | Dallas | Performance | \$679,141,818.00 | \$20,000,000.00 | | \$23.12 | 29 |
| Microsoft Corporation | 4/18/2014 | Polk | Performance | | \$20,256,000.00 | | \$24.32 | 86 |
| MSI Mold Builders | 9/21/2012 | Linn | Maintenance Period | \$5,627,180.00 | \$42,727.00 | \$144,000.00 | \$21.73 | 18 |
| New Heaven Chemicals, Inc. | 7/18/2014 | Worth | Performance | \$8,850,000.00 | \$402,000.00 | \$128,000.00 | \$14.79 | 16 |
| Northern Iowa Die Casting | 6/21/2013 | Dickinson | Performance | \$277,170.00 | \$143,815.00 | \$60,000.00 | \$14.63 | 18 |
| Ohler Pump a division of W.S. Darley & Co. | 10/19/2012 | Bremer | Performance | \$595,000.00 | \$24,720.00 | \$36,000.00 | \$18.36 | 9 |
| Outcomes Incorporated | 8/17/2012 | Polk | Performance | \$2,175,000.00 | \$124,500.00 | \$150,000.00 | \$23.12 | 20 |
| Polaris Industries, Inc. | 2/22/2013 | Dickinson | Maintenance Period | \$3,665,410.00 | \$109,962.00 | | \$14.63 | 40 |
| Precision, Inc. | 8/19/2016 | Kossuth | Performance | \$4,698,660.00 | \$139,801.00 | \$250,000.00 | \$19.15 | 32 |
| Prestage Foods of Iowa, LLC | 8/18/2016 | Wright | Contract Sent for Recipient Signature | \$239,250,000.00 | \$11,480,250.00 | | \$15.54 | 922 |
| Principal Life Insurance Company | 2/22/2013 | Polk | Performance | \$278,493,185.00 | \$22,543,216.00 | | \$23.12 | 1691 |
| Rembrandt Enterprises, Inc. | 9/20/2013 | Dickinson | Performance | \$1,400,000.00 | \$130,676.00 | \$210,000.00 | \$15.21 | 22 |
| Rocklin Manufacturing Company | 11/18/2016 | Woodbury | Awarded | \$1,394,000.00 | \$90,066.00 | | \$20.17 | 8 |
| RuffaloCODY, LLC | 1/18/2013 | Linn | Maintenance Period | \$700,000.00 | \$570,000.00 | \$425,000.00 | \$21.73 | 111 |
| Schumacher Company, LC | 10/21/2016 | Muscatine | Contract Review | \$4,640,000.00 | \$117,600.00 | \$50,000.00 | \$22.49 | 7 |
| Sedgwick Claims Management Services, Inc. | 8/17/2012 | Johnson | Maintenance Period | \$3,710,247.00 | \$100,000.00 | \$368,000.00 | \$20.51 | 212 |
| Siculus, Inc. | 4/23/2013 | Polk | Performance | \$299,500,000.00 | \$18,000,000.00 | | \$23.12 | 31 |
| Submittal Exchange, LLC | 12/27/2012 | Polk | Project Closed | \$289,100.00 | \$26,806.00 | \$500,000.00 | \$23.12 | 81 |
| Templeton Rye Spirits, LLC | 10/21/2016 | Carroll | Contract Sent for Recipient Signature | \$25,938,182.00 | \$1,612,588.00 | | \$19.79 | 27 |
| Transco Railway Products, Inc. | 6/20/2014 | Fayette | Performance | \$7,950,000.00 | \$418,500.00 | \$80,000.00 | \$14.32 | 16 |
| Tyson Pet Products, Inc. | 4/23/2013 | Buchanan | Performance | \$22,972,824.00 | \$1,110,700.00 | | \$16.80 | 133 |
| UNVERFERTH MANUFACTURING CO., INC. | 9/21/2012 | Butler | Project Closed | \$5,920,000.00 | \$400,000.00 | \$200,000.00 | \$18.36 | 75 |
| V-T Industries Inc. | 10/21/2016 | Ida | Contract Sent for Recipient Signature | \$21,002,797.00 | \$691,066.00 | | \$19.51 | 60 |
| WebFilings, LLC | 10/18/2013 | Story | Performance | \$15,500,000.00 | \$500,000.00 | | \$22.01 | 700 |
| Wells Enterprises, Inc. | 10/21/2016 | Plymouth | Contract Review | \$40,446,395.00 | \$3,024,221.00 | | \$19.31 | 81 |



Iowa Economic Development Authority

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