

BUSINESS ADVANTAGES

Central U.S. Location

Iowa offers great access to major concentrations of consumer and industrial markets. Marshall County is particularly well positioned near the crossroads of two major interstate highways linking the Atlantic and the Pacific, Canada and Mexico. It is also centrally located between three of Iowa's largest cities – Des Moines, Cedar Rapids and Waterloo. A wide range of suppliers and business services is available in the area.

Favorable Business Tax Policies

Businesses located in Marshall County can take advantage of a single-factor corporate income tax, no property tax on machinery and equipment, and tax abatement for new construction.

Regional Labor Market

Marshall County is part of a 5-county economic development alliance and is included in Iowa Workforce Development's Region 6. Other Central Iowa counties making up these regions are Jasper, Poweshiek, Tama, Benton, and Hardin.

Business Assistance Readily Available

There is excellent support for business and industry from private and public sector groups, with a wide range of business assistance programs. MEDIC provides services to existing firms and prospective businesses, working in conjunction with local government and the Marshalltown Area Chamber of Commerce.

Location Advantages

- Outstanding road and rail systems provide great access to markets and suppliers. Marshall County is centrally located in Iowa and in the nation. Excellent highway connections to I-80 (30 miles to the south), I-35, (35 miles to the west) and I-380 (60 miles to the east), make this a first-rate location for business and industry. The county is centrally located between three of Iowa's largest cities – Des Moines, Cedar Rapids and Waterloo and four-lane highways 30 and 330 run through the county offering quick and easy access to Iowa's biggest population bases. Des Moines International Airport, a premier commercial air service hub, is a one-hour drive and the Union Pacific Railroad's main line runs through the county.
- A good range of sites and buildings with easy access to major transportation networks is readily available. Historically, costs for land and buildings in the Marshall County area have been lower than the national average.
- State-of-the-art-telecommunications is available throughout the city. The community has several fiber and/or copper-based carriers with regional points of presence located within the city limits including a sonnet ring.
- Marshalltown was the first city in Iowa to have free Internet wireless zones located in the 20-block downtown business district, Marshall Town Center Mall, and Marshalltown Community College.

Business and Manufacturing Tax Advantages

- Iowa Corporate Income Tax is apportioned solely on sales within Iowa as a proportion of national sales. Payroll and property are not part of the equation. Thus, if you have no sales in Iowa, you would have no corporate income tax to pay in Iowa.
- No property tax is levied on new machinery and equipment used for manufacturing.
- No sales or use tax on manufacturing machinery and equipment purchases.
- No personal property (inventory) tax. In Iowa, personal property includes corporate inventories of salable goods, raw materials and goods-in-process.
- No sales tax is due on electricity and natural gas used directly in the manufacturing process.
- Local property tax abatement is available for value added to industrial real estate at the discretion of cities and counties.
- Pollution control equipment property tax exemption available.

Labor Advantages

- Wage rates are lower than the national average, providing a competitive advantage.
- Iowa's workforce is well-educated. Iowa's 83.8% high school graduation rate ranks among the top four states in the U.S. and Iowa students score at the top on ACT and SAT college entrance exams.
- Iowa is a right-to-work state.
- Excellent vocation and technical skills training programs are available from Iowa Valley Community College District and area high schools. Educational institutions work closely with employers to tailor responsive training programs. In addition, Iowa State University is nearby with an abundance of engineering and technical expertise available to assist Iowa businesses.
- Unemployment Insurance tax rates for new employers are among the lowest (1% on a taxable wage base of \$23,700) in the country.
- Factors such as the relatively low crime rate, short commute times, an affordable lifestyle, and an enviable quality of life, enhance worker recruitment.

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