

Major Industries in Iowa

Technology, innovation and high worker productivity - The watchwords of the New Economy have long been a part of the business climate in Iowa. Iowa's 1.6 million workers are well prepared to help Iowa businesses succeed, especially in the three industry sectors of life sciences, advanced manufacturing and information solutions.

Advanced Manufacturing

Advanced Manufacturing is defined as the rapid introduction of new processes, materials and technologies to manufacturing applications. This sector gains competitive advantages through continuous innovation.

Manufacturing companies are located in all 99 Iowa counties, and span many industries, such as food, machinery, chemicals, equipment, fabricated metals and printing.

Iowa's largest manufacturing industries are: food processing, machinery (especially machinery for agriculture, construction, and mining) and chemicals (particularly pesticides, fertilizers, and other agricultural chemicals).

Iowa's manufacturing sector is comprised of over 229,000 jobs and makes up over 20 percent of Iowa's workforce.

In 2001, manufacturing contributed \$19.7 billion to Iowa's Gross State Product (GSP). The manufacturing sector amounts to 22 percent of Iowa's GSP, making manufacturing the largest economic sector in the state.

Advanced Manufacturing businesses in Iowa include:

- 3M
- ALCOA
- Custom-Pak Inc.
- Electrolux/Frigidaire
- Emerson Process Management/Fisher Controls International
- HON Industries
- IPSCO Steel
- John Deere
- Kind & Knox
- Lennox Manufacturing Inc.
- Maytag Corporation
- Pella Corporation
- Rockwell Collins
- Sauer-Danfoss Co.
- Vermeer Manufacturing
- Winnebago Industries Inc.

Food Processing

Recognize any of these names – ConAgra Foods, Wells Blue Bunny, Barilla, Heinz, Wonder Bread/Hostess Snack Cakes, Tone's Spices, General Mills, Quaker, JollyTime? Of course you do! They're national brands we all know and use and they all manufacture products in Iowa.

Food processing is the largest segment of the manufacturing industry in Iowa. In 2002, the food industry contributed almost \$4 billion to Iowa's Gross State Product (GSP) and represents 21 percent of the manufacturing GSP of the state.

Over 700 food industry businesses are located in the state and the food processing industry provides Iowa with over 55,000 jobs.

Agriculture

Centrally located in the heartland of America, Iowa has often been called “The Food Capital of the World.” Iowa is the one of the wealthiest agricultural states in the nation, as total cash receipts from this industry valued \$12.6 billion in 2003. Iowa ranks 3rd in the nation for number of farms, with 90,000 farms. Iowa is made up of 31.7 million acres of farmland, with the average farm being around 352 acres.

Iowa is the top producer of corn, soybeans, hogs and eggs in the United States. In 2003, Iowa's corn harvest was 1.88 billion bushels of corn. That same year, Iowa farmers harvested 337.6 million bushels of soybeans.

Iowa ranks as the number one state in the nation for hogs and pigs. Iowa hog farmers had 15.9 million hogs on hand in 2003, meaning 26% of the nations hogs and pigs come from Iowa. One pound out of every 3.5 pounds of pork comes from a facility in Iowa.

Iowa egg farmers produced 10.45 billion eggs, almost 12% of the eggs produced nationwide.

Iowa's dairy farmers produced an estimated 3.78 billion pounds of milk in 2003 from the almost 201,000 milk cows in the state.

Iowa Agriculture Facts and Figures

- Iowa produces almost 19% of the nation's corn supply, 14% of the nations soybeans, and 12% of the nation's eggs.
- Livestock and livestock product receipts in 2003 totaled \$6.07 billion; crop receipts totaled \$6.56 billion in 2003.
- 91.0% of the state's land area is arable (fit for growing crops) – the highest percentage in the United States.
- Nearly 275 million bushels of Iowa corn are processed annually into Ethanol (fuel alcohol).

2003 Commodity Market in Iowa

Iowa ranks:

- 1st in corn production - 1.88 billion bushels
- 2nd in soybean production – 337.6 million bushels
- 1st in egg production – 10.45 billion eggs produced
- 1st in the number of acres of biotech corn and soybeans
- 2nd in red meat production – Iowa produced 6.42 billion pounds of red meat (beef, veal, pork, mutton) in 2003
- 3rd in cash receipts from commodities at almost \$12.6 billion in 2003

The Business of Agriculture in Iowa

These companies help make the business of agriculture big business in Iowa.

- Cargill Inc.
- Pioneer Hi-Bred International
- Monsanto Co.
- Ajinomoto
- Rose Acre Farms
- Hy-Line International
- Garst Seed Company
- Heartland Pork Enterprises

Biotechnology

Iowa is building a future for the field of biotechnology in the state by leading the biotechnology revolution with raw materials, innovative minds, and economic opportunities.

Iowa has a rich history in the life sciences sector, a culture of innovation that reaches far into the past and continues today.

- **George Washington Carver** revolutionized the world of agriculture at Iowa State University (then Iowa Agricultural College) in the late 1800's by developing new ways to use agricultural crops such as peanuts, soybeans and sweet potatoes.
- **Henry Wallace**, Secretary of Agriculture and Vice President of the United States during President Franklin Delano Roosevelt's third term, was also a pioneer in the field of agriculture. Wallace developed several high-yielding strains of hybrid corn and was a founder of the seed company, now known as Pioneer Hi-bred International, Inc..
- **Dr. Norman Borlaug** is a Cresco, Iowa native and the winner of the 1970 Nobel Peace Prize for his work to rid the world of hunger. An agriculture scientist, Dr. Borlaug has saved millions from starvation. With his research in wheat genetics, he developed varieties of wheat that were more disease resistant, had high-yield potential and were more adaptable to different climates. Dr. Borlaug is the founder of the World Food Prize, an international award that recognizes the achievements of individuals who have advanced human developments by improving the quality, quantity or availability of food in the world.

Iowa is home to more than 1,800 biotech establishments, ranging from large international companies, to small start-ups. The long-standing partnership among government, education and business has made Iowa fertile ground for ideas that will continue to propel the biotechnology industry.

Many of the globally respected companies in this field are at work in the state. Companies such as Fort Dodge Animal Health, TransOva, Kemin Industries, IDT (Integrated DNA Technologies), Wyeth, Proliant, Inc., Roche Vitamins Inc., Roquette America, Boehringer Ingelheim Vetmedica and Wacker Biochem Corp. are working in Iowa to prepare breakthroughs for the food industry, medicine and renewable industrial products.

Iowa's Biotech Advantage includes:

- **Human Capital**
The Biotechnology Industry employs almost 83,000 people in Iowa. The Biotech sectors makes up 7 percent of total employment in Iowa. Currently, more than 21,000 students are studying life sciences at Iowa Colleges and Tech Schools.
- **Intellectual Capital**
Iowa's research centers and universities provide the infrastructure and intellectual property necessary to foster biotechnology growth.
- **Wealth of Raw Materials**
Iowa's principal crops, corn and soybeans, are focal points for exciting biotechnology discoveries and Iowa provides a living laboratory for agri-biotechnology research and technology transfer.

Iowa's Biotechnology Companies

Iowa serves as home to more than 1,800 establishments, ranging from large international companies, to small start-ups including:

- Bio-Research Products Inc
- Boehringer Ingelheim Vetmedica
- Diosynth, Inc.
- Fort Dodge Animal Health
- Kemin Industries
- Penford Products Co.
- IDT (Integrated DNA Technologies)
- Proliant, Inc.
- Roche Vitamins Inc.
- Roquette America
- TransOva Genetics
- Wacker Biochem Corp.
- Wyeth
- Ajinomoto

Finance and Insurance Services

With the presence of many insurance and financial giants in the state, Iowa is widely regarded as a major center for the insurance and financial services industries. Nearly 6,500 firms and 94,000 employees at work in this sector in Iowa.

Major companies in the insurance and finance sectors include:

- AEGON, USA
- Nationwide Group
- AmerUs
- EMC Insurance Group
- Farm Bureau Financial Services
- ING
- Marsh Affinity Group
- MetLife
- Principal Financial Group and Principal Capital Management
- Wellmark Blue Cross & Blue Shield of Iowa
- Wells Fargo and Wells Fargo Financial Service

Iowa has a critical mass of insurance companies that continues to grow and prosper, giving Iowa a well-deserved reputation as one of the country's leading centers of the insurance industry.

Iowa is the home office state for 2,630 insurance and related firms and Iowa's insurance industry has:

- 57 domiciled property and casualty companies
- 26 domiciled life insurance companies.
- 6 Health Maintenance Organization headquarters
- More than 100 county mutual insurance company headquarters
- More than 40,000 workers

In recent years, Iowa has seen \$254 million in insurance expansions, creating nearly 2,200 new jobs.

Sources: Iowa Workforce Development, Iowa Department of Economic Development, Battelle Memorial Institute, The Northeast-Midwest Institute, U.S. Department of Agriculture, Iowa Department of Agriculture, Iowa Farm Bureau

