

**Pollina**  
Corporate Real Estate, Inc.

# Iowa's Competition: How Does Iowa Stack Up In A Pro Business Evaluation

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*Top 10 PRO-BUSINESS STATES 2009*

**POLLINA CORPORATE  
TOP 10 PRO-BUSINESS  
STATES FOR 2009**

Rebuilding America's Economic Power

BY:  
BRENT A. POLLINA, ESQ.








FOREWARD BY:  
RONALD R. POLLINA, PH.D.

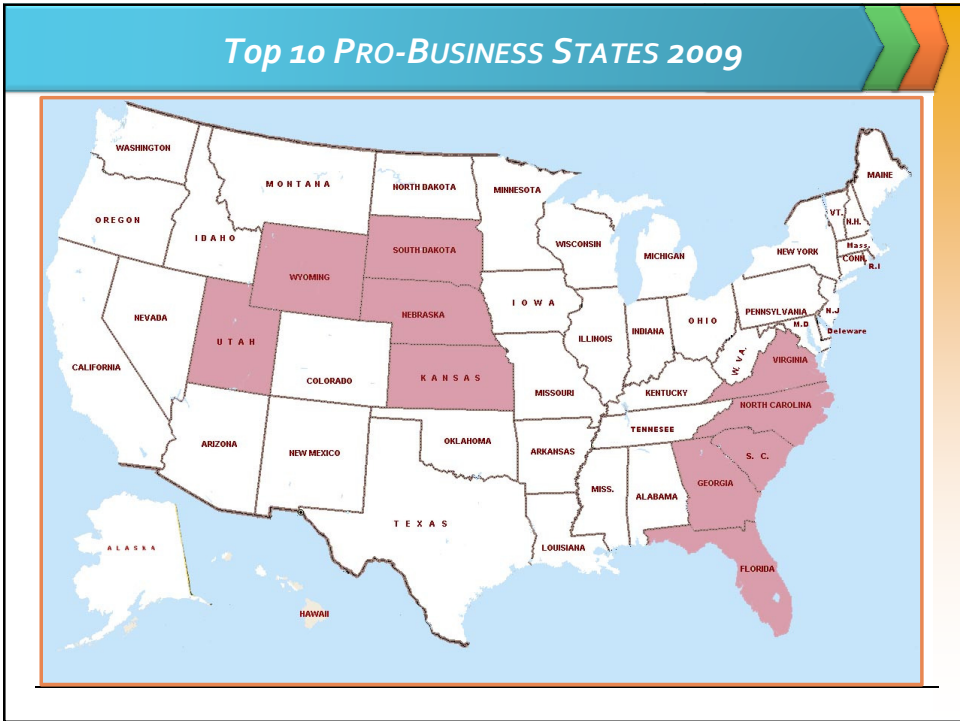


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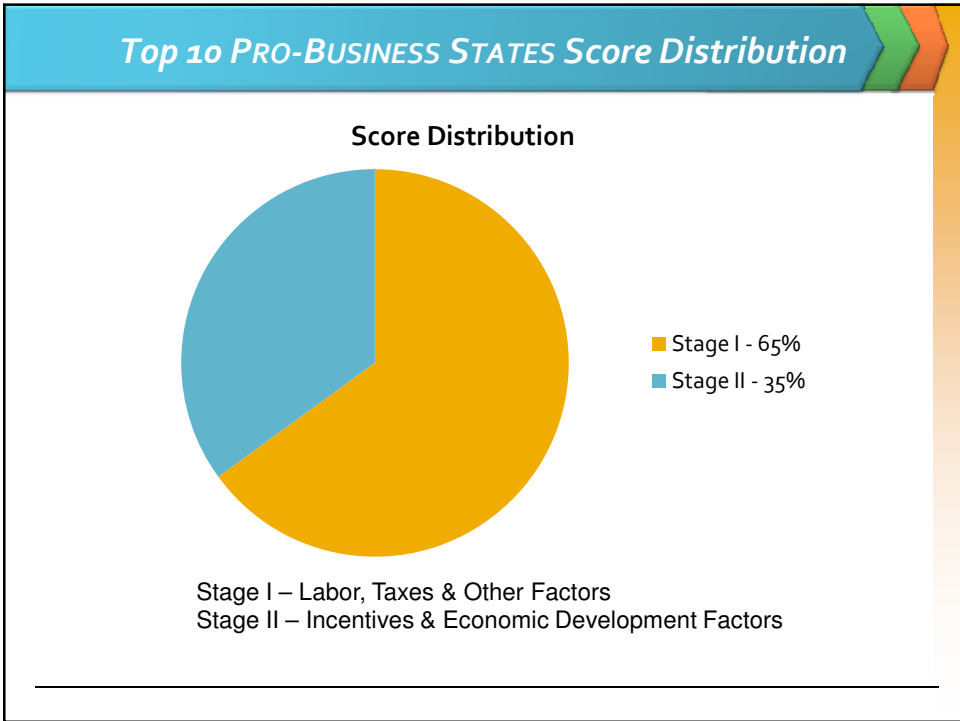
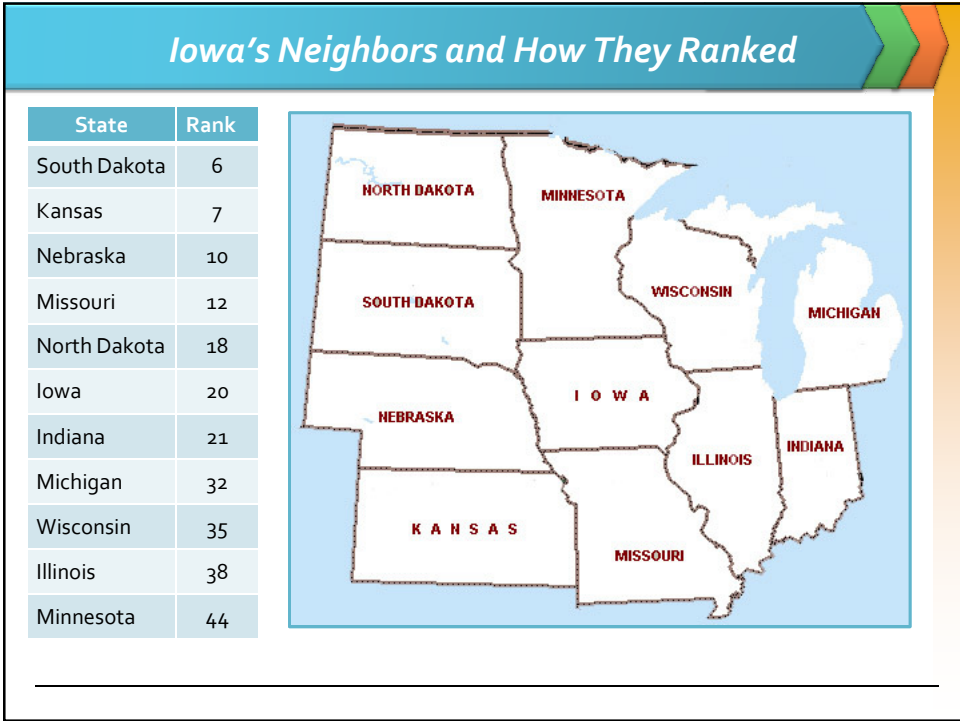
### Top 10 PRO-BUSINESS STATES 2009

POLLINA CORPORATE REAL ESTATE, INC. TOP 10 PRO-BUSINESS STATES 2009

1	Virginia		6	South Dakota	
2	Utah		7	Kansas	
3	North Carolina		8	Georgia	
4	Wyoming		9	Florida	
5	South Carolina		10	Nebraska	







### Stage 1 Factors

Importance	Factors
Very High	CORPORATE INCOME TAX RANKING
High	HIGH SCHOOL COMPLETION
High	COLLEGE ATTAINMENT
High	Right To Work
High	INDIVIDUAL INCOME TAX RANKING
High	BUSINESS INVENTORY TAXATION
Moderate	AVERAGE TEACHER COMPENSATION
Moderate	UNEMPLOYMENT RATE INDEX
Moderate	UNEMPLOYMENT INSURANCE TAX RANKING
Moderate	WORKERS' COMPENSATION
Moderate	Jobs Gained Or Lost Per State – 2006 - 2008
Moderate	SALES AND GROSS RECEIPTS TAX
Moderate	UNITARY TAX
Moderate	LITIGATION ENVIRONMENT
Low	TRANSPORTATION INFRASTRUCTURE
Low	AVERAGE COST OF ELECTRICITY
Low	BROADBAND ACCESS
Low	CRIME RATE

### Stage 2 Factors

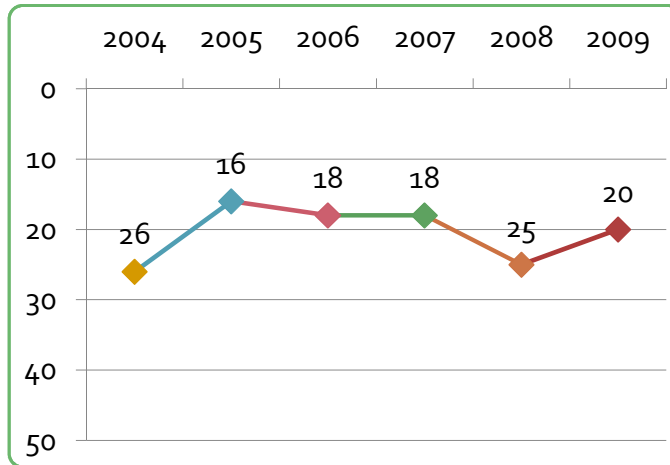
Importance	Factors
Very High	Incentives (10 sub-factors)
High	Ability to Respond to New Companies
High	Ability to Respond to Existing Companies
High	States Marketing Efforts
Moderate	State Economic Development Website
Low	CEcD's
Low	IEDC Membership

## How The Level Of Importance Determined?

- 1 Personal Experience Of Our Clients And Previous Projects
- 2 Informal Interviews With Corporate Decision Makers
- 3 Surveying Other Site Selectors From Across The Country

## Iowa Pro Business State Rank 2004 - 2009

Year	Rank
2004	26
2005	16
2006	18
2007	18
2008	25
2009	20



### Stage 1 Factors

Importance	Corporate Tax Index And Ranking	Iowa's Score for 2009
VERY HIGH	CORPORATE INCOME TAX RANKING	F
HIGH	HIGH SCHOOL COMPLETION	A
HIGH	COLLEGE ATTAINMENT	D
HIGH	RIGHT TO WORK	A
HIGH	INDIVIDUAL INCOME TAX RANKING	F
HIGH	BUSINESS INVENTORY TAXATION	A
MODERATE	AVERAGE TEACHER COMPENSATION	D
MODERATE	UNEMPLOYMENT RATE INDEX	A
MODERATE	UNEMPLOYMENT INSURANCE TAX RANKING	D
MODERATE	WORKERS' COMPENSATION	B
MODERATE	JOBS GAINED OR LOST PER STATE – 2006 - 2008	B
MODERATE	SALES AND GROSS RECEIPTS TAX	C
MODERATE	UNITARY TAX	A
MODERATE	LITIGATION ENVIRONMENT	A
LOW	TRANSPORTATION INFRASTRUCTURE	D
LOW	AVERAGE COST OF ELECTRICITY	A
LOW	BROADBAND ACCESS	C
LOW	CRIME RATE	B

### Stage 2 Factors

Importance	Factors	Iowa's Score for 2009
VERY HIGH	INCENTIVES ( 10 SUB-FACTORS)	C
HIGH	ABILITY TO RESPOND TO NEW COMPANIES	B
HIGH	ABILITY TO RESPOND TO EXISTING COMPANIES	D
HIGH	STATES MARKETING EFFORTS	C
MODERATE	STATE ECONOMIC DEVELOPMENT WEBSITE	C
LOW	CECD'S	F
LOW	IEDC MEMBERSHIP	D

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# Thank You !

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