

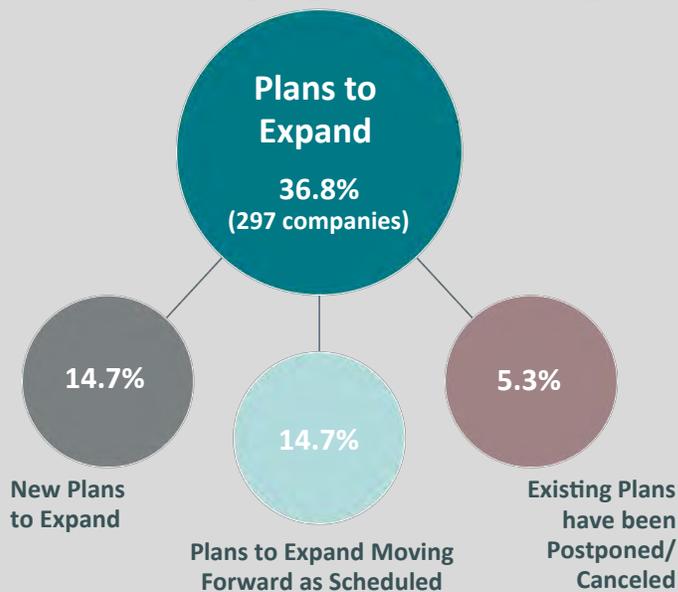


ANNUAL REPORT OVERVIEW 2020

In 2020, there were 813 companies who participated in the state of Iowa's business, retention and expansion program. The following issues were identified as critical for economic growth and development for Iowa moving forward:

- **Iowa's Emerging and Growing Companies Still Have Plans to Expand:** With few cancellations, growth and expansion must be supported at the local and state level through continuing to support certified site programs and technical assistance. Additionally, local and state level economic development tools and assistance programs must be maintained.
- **Three Recovery Barriers Need to be Addressed—Economic uncertainty, Workforce availability & Customer/Supplier disruptions:** Contact with Iowa business headquarters must be initiated and maintained to ensure Iowa is perceived as the preferred place for growth. We must also continue to grow and expand technical training, trade and collaboration technology programs, and childcare and workforce housing initiatives. Lastly, we must advocate for programs that bolster consumer spending and for business assistance for those negatively impacted.
- **Iowa Companies are still Innovating during Challenging Times:** Innovation must be supported with research and development tax credits and expansion of broadband access across Iowa.

EXPANSION PLANS



WORKFORCE

- Recruitment of qualified employees was reported second most often as a recovery barrier by 233 companies, most frequently by the Construction and Manufacturing industry sectors.
- 429 companies indicated they were experiencing recruitment problems and 144 companies have lost high-value employees in the last 6 months.
- Workforce availability continues to be an ongoing challenge despite workforce reductions by some Iowa employers due to the pandemic. Nearly 54.0 percent of the companies (429 companies) stated that their company is experiencing workforce recruitment problems.
- The companies with the largest employee base are more likely to experience a workforce recruitment problem.

CUSTOMER/SUPPLIER DISRUPTIONS

Loss of customers and recapturing them was identified as one of the top three concerns for recovery as identified by 109 companies; particularly those in Healthcare and Social assistance and Retail trade sectors. Negative supplier disruptions have also been experienced by 55.0 percent of the respondents, but most frequently by manufacturers (59.5%). Additionally, 149 companies have customers slowing delivery or acceptance of products or services, which has impacted their cash flow.

ECONOMIC UNCERTAINTY TOP RECOVERY BARRIERS

Among the industry sectors with at least 10 companies, three sectors had over 40 percent of the companies that identified "economic uncertainty" as a barrier to recovery: Wholesale Trade (48.1%), Construction (43.8%) and Retail Trade (41.2%).

**ECONOMIC
UNCERTAINTY**

**312
Companies**
(38.4%)

