

INSURANCE AND FINANCIAL SERVICES



DSM USA

DES MOINES, IOWA

PREMIUM BUSINESS ENVIRONMENT



Office rent is 25% below the national average.
— *Moody's Analytics*

80 of Iowa's 200 insurance company headquarters are in DSM.
— *Iowa Insurance Division*

12%
LOWER

The cost of doing business is 12% lower than the national average.
— *Moody's Analytics*

FAIR, CONSISTENT REGULATORY ENVIRONMENT



No sales tax on computers or custom software. No sales tax on interstate or international telecommunications.



NO⁰⁰
TAXES

No premium taxes on the sale of annuities, qualified insurance plans or surtaxes on insurance carriers.



Insurance premium tax.



MAJOR MIDWEST HUB



Principal employs **6,500** people at its Downtown Des Moines campus.

31 non-stop destinations from Des Moines International Airport, which is on pace to break **3 MILLION** annual passengers in 2023.

Wells Fargo & Co. employs **13,500 PEOPLE** in DSM, its third largest U.S. hub.

MAJOR INSURANCE AND FINANCE COMPANIES IN DSM USA

- Accordia Life
- American Enterprise Group, Inc.
- American Equity Investment
- ARAG
- Athene
- Continental Western Group
- Delta Dental of Iowa
- DLL Finance
- EMC Insurance Companies
- Farmers Mutual Hail Insurance Company of Iowa
- FBL Financial Group, Inc.
- Fidelity & Guaranty Life
- Grinnell Mutual Reinsurance
- GuideOne Insurance
- Holmes Murphy & Associates
- Homesteaders Life Company
- IMT Insurance
- John Deere Financial
- Mercer
- Met Life
- Mortgage Compliance Advisors
- Nationwide
- NCMIC Group, Inc.
- Principal
- Rain and Hail, a CHUBB Company
- Sammons Financial Group
- Symetra Life Insurance Company
- Venerable
- Wellmark Blue Cross Blue Shield of Iowa
- Wells Fargo & Co.

IDEAL TALENT POOL



Highest concentration of insurance employment among U.S. metros — three times more than the national average. — U.S. Bureau of Labor Statistics



Drake University, Iowa State University and University of Iowa have actuarial science programs.



the concentration of actuaries. — JobsEQ

Job training program reimburses over **\$7,000** per new insurance industry job based on increased payroll.

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