

INSURANCE AND FINANCIAL SERVICES

PREMIUM BUSINESS ENVIRONMENT



Office rent is 23% below the national average.
— *Moody's Analytics*

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

13%
LOWER

The cost of doing business is 13% 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.



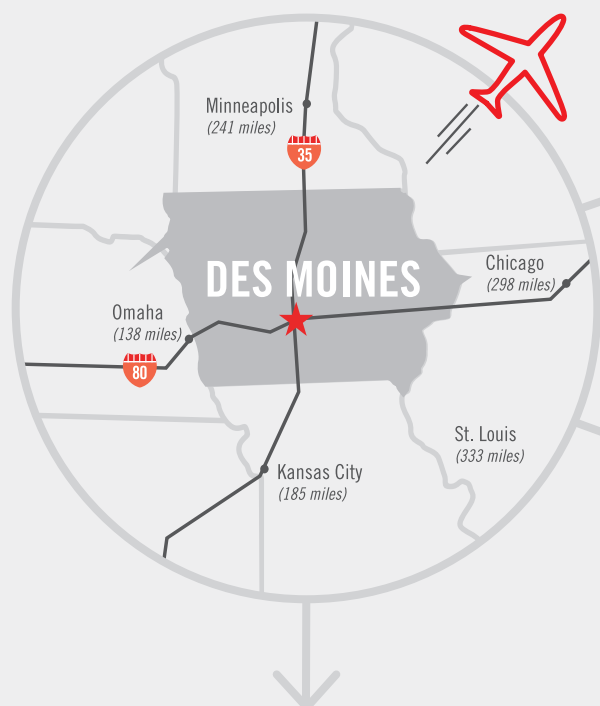
NO⁰⁰
TAXES

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



insurance premium tax.

MAJOR MIDWEST HUB



Principal employs 6,600 people in Greater Des Moines (DSM) and has invested

\$400 MILLION

in a Downtown campus renovation.

Wells Fargo & Co. employs

13,500 PEOPLE

in DSM, its third largest U.S. hub.

26
non-stop
destinations from
Des Moines International
Airport and with a 2019
record-setting
2.9 MILLION
annual passengers.

MAJOR INSURANCE AND FINANCE COMPANIES IN DSM USA

Accordia Life
American Enterprise Group, Inc.
American Equity Investment
ARAG
Athena
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.

X5

the concentration
of actuaries.

— JobsEQ

Job training program
reimburses up to

\$7,000

per new insurance industry job
based on increased payroll.

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**GREATER DES MOINES
PARTNERSHIP**